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THE AMERICAN

ELEVATOR

AND

GRAIN TRADE.

D. H. JOHNSON DES.

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXX.

CHICAGO, ILLINOIS, DECEMBER 15, 1911.

No. 6. { One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

## TO EVERY OWNER OF A ROOF

If I could prove to you, absolutely beyond question, that my preservative compound will stop the leaks in any kind of a roof, and prevent it from leaking FROM FIVE TO TEN YEARS, you wouldn't hesitate to use it, would you?

I CAN DO MORE! I can show you where old and leaky roofs were made good, and have remained good considerably more than ten years. Honestly, FIVE YEARS OF WEAR DON'T SHOW on roofs that have been covered with my Indestructible Roof Preserver.

You can take any kind of a roof that is SO FULL OF HOLES THAT IT LEAKS LIKE A SIEVE—big holes and little ones—and repair it with my preserver so that it will be just as good as it ever was.

But, of course, if it is applied to new roofs, they WILL NOT GET LEAKY—which is better yet. This is economy, isn't it?

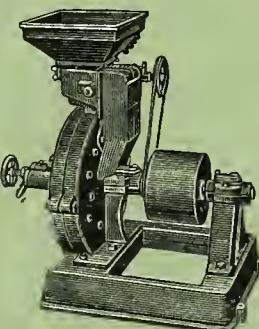
Remember, too, that no expert is needed to apply it. YOUR GENERAL UTILITY MAN CAN DO IT.

It is a mineral compound—waterproof—sunproof—weatherproof. It is applied like paint. It not only stops all leaks, but it protects iron from rust, and shingles from decay. And it is just as good for felt, gravel and composition roofs.

No matter what condition your roofs are in, nor how badly they leak, DON'T THINK OF PUTTING ON NEW ONES, without first writing us for particulars.

Send a postal today and get full particulars with prices.  
MAIRE PAINT CO.

Minneapolis, Minn.



## ELEVATORS, CONVEYORS,

FEED GRINDING MACHINERY  
of all kinds

### FLOUR MILL SUPPLIES

ESTABLISHED 1835

ROBERT L. LATIMER &amp; CO.

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## WE MAKE EVERYTHING FOR THE GRAIN ELEVATOR



Friction Clutches  
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Dock Spouts  
Steel Legs  
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SKILLIN &amp; RICHARDS MFG. CO., Chicago

## The Automatic Hot Journal Alarm System

gives protection and reduces fire insurance rates,

### The Zeleney Thermometer

tells the temperature of the grain in any part of the bin. This device soon pays for itself in lessening the labor of turning the grain alone.

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WESTERN FIRE APPLIANCE WORKS

542 SOUTH DEARBORN ST., CHICAGO, ILL.



MINNEAPOLIS SEED  
COMPANY  
**SEEDS**  
Timothy Our Specialty  
MINNEAPOLIS, - MINN.

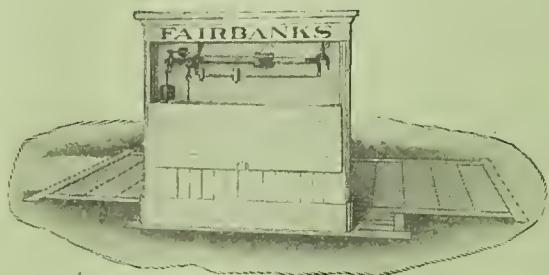
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in your scale purchase should be  
ACCURACY

The second  
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Fairbanks Wagon Scales are Accurate.  
They Last a Lifetime.

Fairbanks Scales installed over 60 years ago are still in use and weighing correctly.

Acquaint yourself with the superiority of Fairbanks design, material and workmanship.

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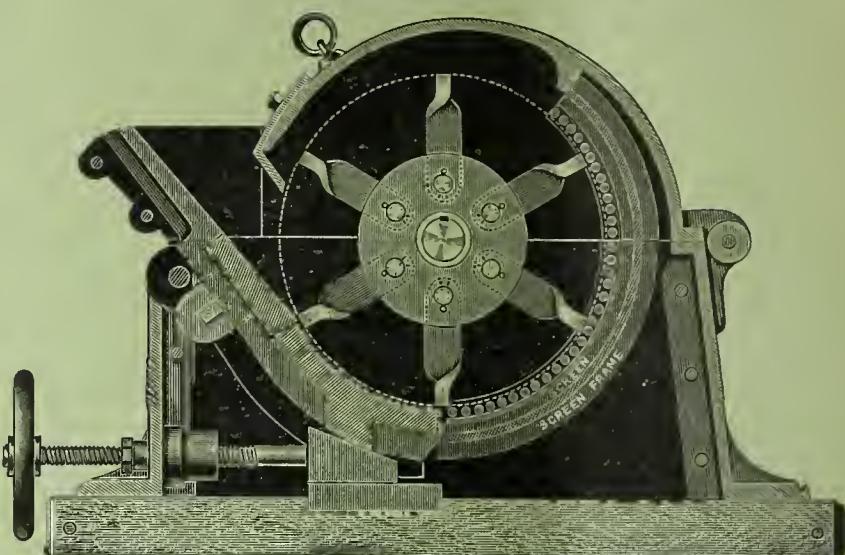
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# THE NEW Williams Universal Grinder

2000 Machines Now in Use



For grinding Snapped Corn, Ear Corn, Shelled Corn, Corn By-Products or any Cereal that grows.

## THE MOST RAPID GRINDER ON EARTH

DOUBLE THE OUTPUT  
WITH LESS HORSEPOWER

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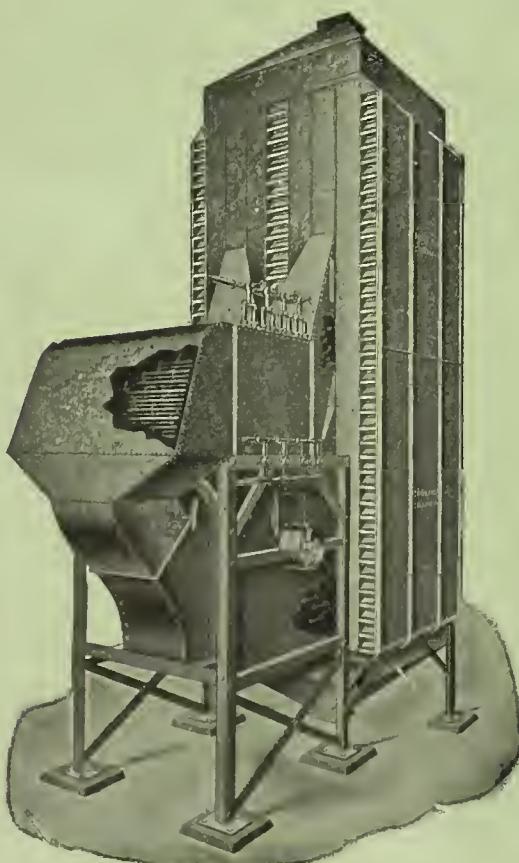
The Williams Patent Crusher and Pulverizer Co.

Works: 2701 North Broadway, St. Louis, Mo.

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IS  
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HESS GRAIN DRIERS are used everywhere, by Grain Handlers, large and small.

We make small sizes for country elevators and large ones for terminal elevators; eight regular sizes in all.

No. 3 Ideal HESS Drier and Cooler  
The Car-load a Day size

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(and Mill Feed Supplement)

COMPILED FOR USE OF

GRAIN and MILLING TRADES

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This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving tele-

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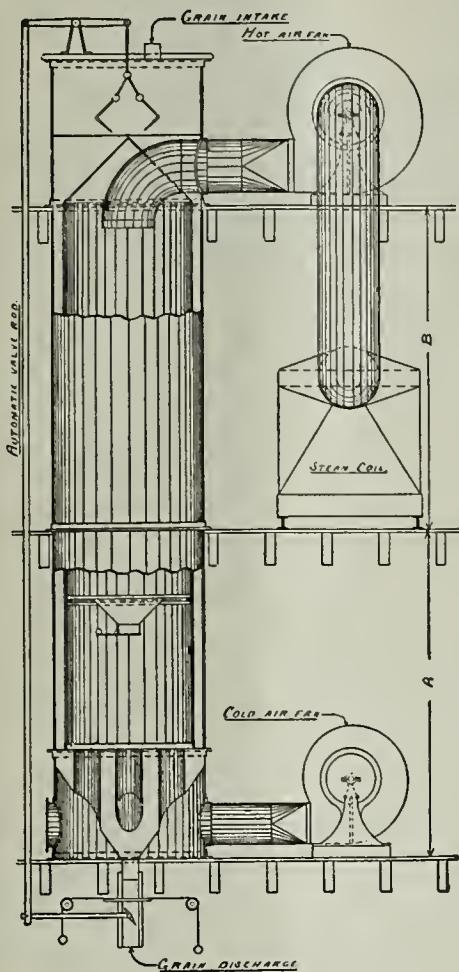
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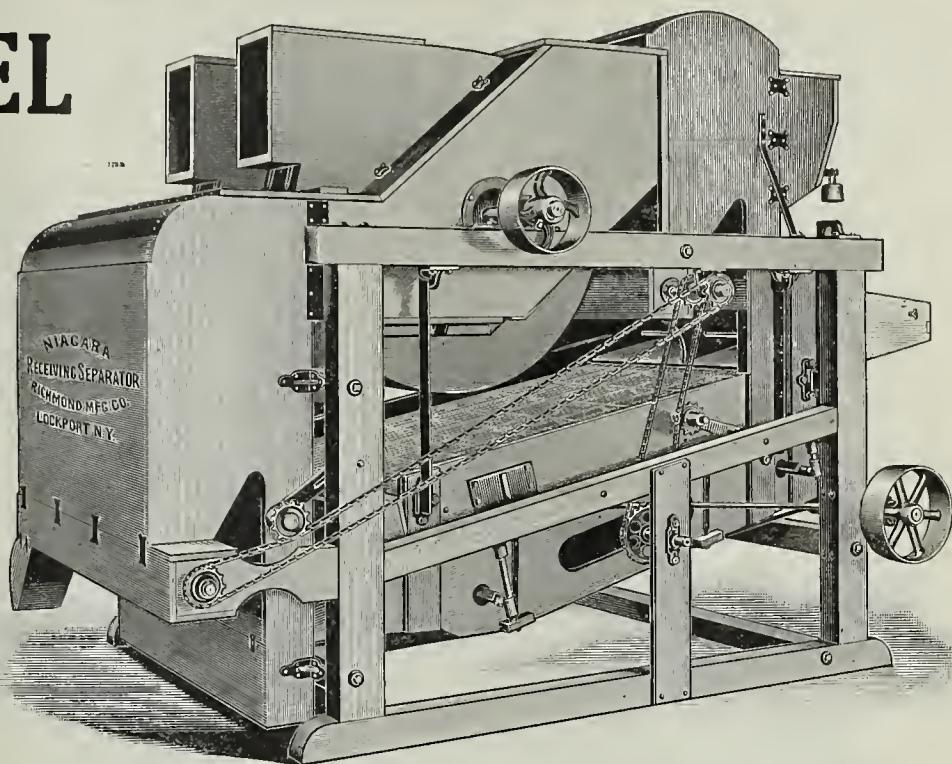
## McDANIEL GRAIN DRIER

Will remove from grain any percentage of moisture desired. Hot or cold air or both can be used.

Built for any capacity.

Guaranteed satisfaction.

Hundreds in daily use.



### NIAGARA RECEIVING SEPARATOR

Especially adapted for cleaning all kinds of grain. Steel sieves. Deep ring oiling boxes. Cleaners that keep the sieves clean at all times.

Built of steel, wood, or wood covered with steel, in capacities from 30 to 4000 bushels per hour.

Write Us

RICHMOND MANUFACTURING CO.,

Established  
1863

Lockport, N. Y.

## BUY INTERNATIONAL SUGAR FEED IT WILL INCREASE YOUR TRADE

International Sugar Feed Co.,  
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Gentlemen—Please ship me promptly one car International Sugared Dairy Feed. I have them all coming our way on your Feed. I have been trying to get the trade of one of our best dairymen for over a year and about a month ago got him started on your Feed. He now says it is the best feed he ever used and is buying all his feed from me, while formerly he did all his buying from another dealer.

Yours very truly,  
J. T. DARNIELLE.

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WE GIVE EXCLUSIVE AGENCY.

INTERNATIONAL SUGAR FEED CO.  
MILLS AT MINNEAPOLIS, MINN., and MEMPHIS, TENN.

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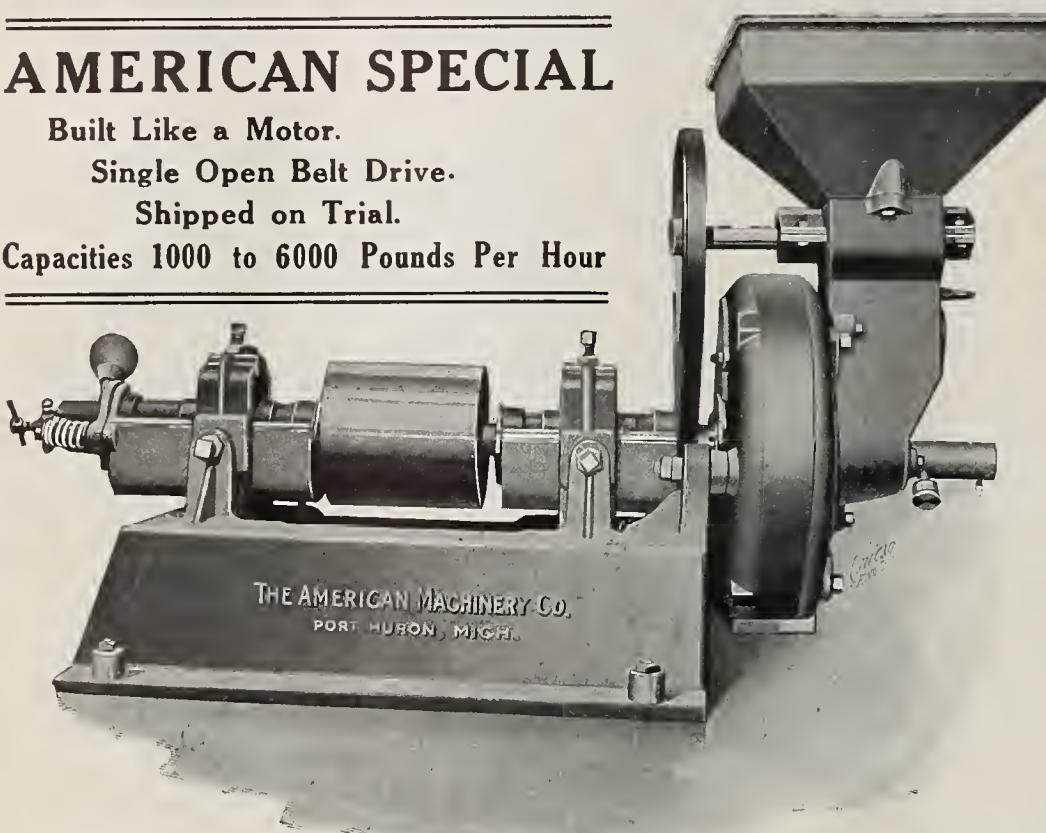
## AMERICAN SPECIAL

Built Like a Motor.

Single Open Belt Drive.

Shipped on Trial.

Capacities 1000 to 6000 Pounds Per Hour



In Feed Grinding as Evidenced by Letters and References From Hundreds of Operators.

WHEN THE AMERICAN SPECIAL will grind screenings so as to destroy the weed seed, rice hulls, oat hulls, corn bran, wheat bran, you cannot but admit that it will grind oats, barley, rye, peas, corn, cob meal or anything that will make feed.

NO CONTRACT—SIMPLY A LETTER giving us permission to make shipment—you operate for 30 days after installation, then let us know if you are satisfied.

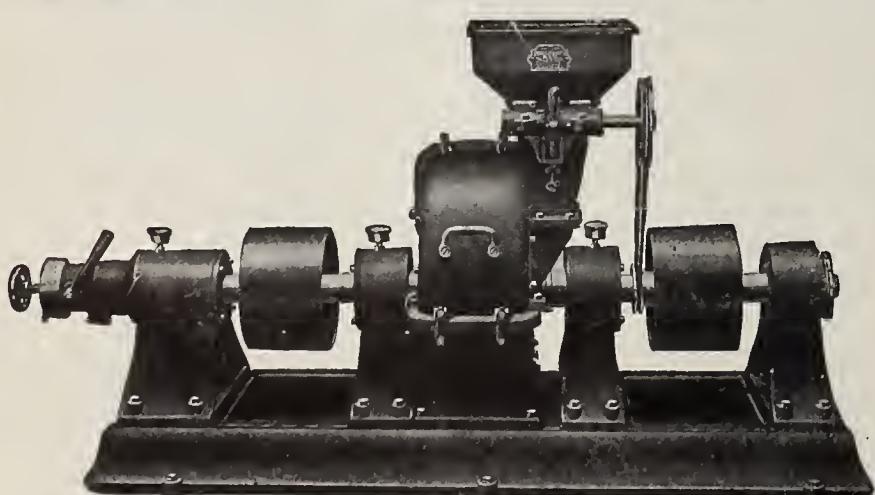
Your claims covering fineness, uniformity, softness and coolness as well as saving 1-3 of our power, are more than lived up to.

AUBURN ELEVATOR COMPANY,  
Auburn, Mich.

We would like to send you complete descriptive matter of our feed mill outfit, giving references from parties who are satisfied where they were formerly using the best makes of other grinders.

**THE AMERICAN MACHINERY COMPANY, PORT HURON, MICH.**  
FLOUR MILL AND FEED EQUIPMENT A SPECIALTY

## Feed Grinding Should be Profitable



## The Monarch Ball Bearing Attrition Mill

will make it so. With this mill the biggest item of all—power cost—is reduced *at least one-third*, which means just that much more for profits. Doesn't that appeal to you?

*Let Us Tell You More About This Mill*

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## THE MILL THAT MAKES MONEY

*Quality and Capacity Can't Be Equalled*

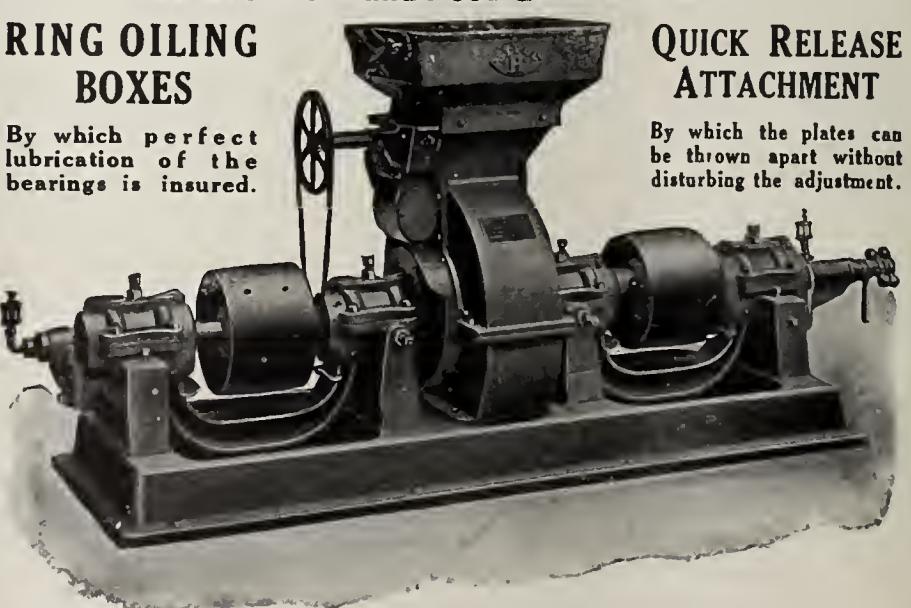
*The Best Corn and Feed Grinder on Earth*

### RING OILING BOXES

By which perfect lubrication of the bearings is insured.

### QUICK RELEASE ATTACHMENT

By which the plates can be thrown apart without disturbing the adjustment.



### SPRING COLLAR

By which the plates are prevented from striking together when hopper is empty.

### IMPROVED AUTOMATIC FEEDER

By which the grain is easily conveyed to the grinding plates, making a positive and noiseless feed.

MADE EXCLUSIVELY BY

**MUNSON BROS. COMPANY**  
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# Elevator Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

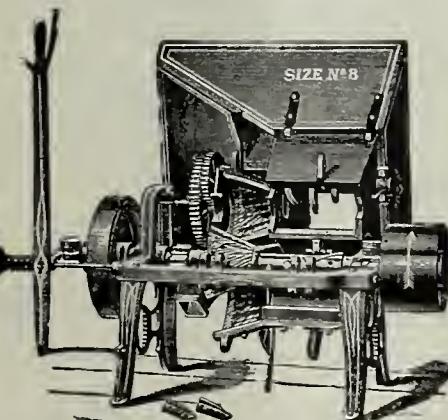
Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 34.

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## Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.  
Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

**THE N. P. BOWSHER CO., South Bend., Ind.**

## SEEDS

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
7, 9 and 11 South Main St. SAINT LOUIS

## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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STRONG-SCOTT MANUFACTURING CO.**  
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Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

*HELICOID COSTS NO MORE THAN OTHER CONVEYORS*

**H. W. Caldwell & Son Co.**

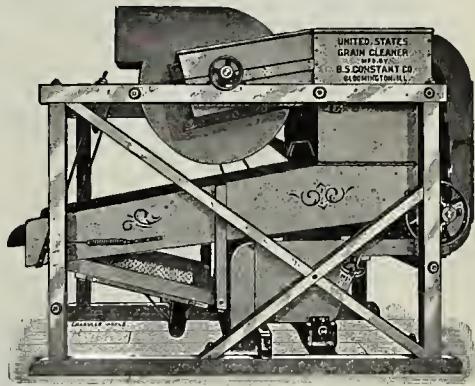
CHICAGO, Western Ave., 17th-18th St.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

## The U. S. Grain Cleaner

### For Corn and Oats

Will clean wheat when a wheat screen is provided.

New Tossing Movement and Device which turns the cobs and shucks over and saves all the corn, also the screenings.

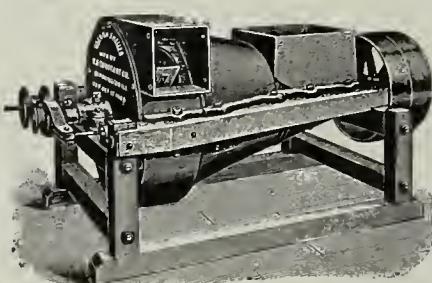


Notice that the cleaned grain leaves the Cleaner under the center, making it very convenient to spout in any direction.

Easily and cheaply installed. Simply spout the corn and cob to the Cleaner and the automatic spreader takes care of it.

No Bracing necessary. Bolt it to the floor and Block against the pull of the Belt.

## The U. S. Corn Sheller



Our No. 1 and 2 on a wood frame with separate fan and Lock Wheel Adjustment always gives

### Entire Satisfaction.

It saves time and money when installed or repaired.

*Write us before buying.*

**B. S. CONSTANT CO., BLOOMINGTON,  
ILLINOIS**

## The King Buckhorn Machine

is the best on earth

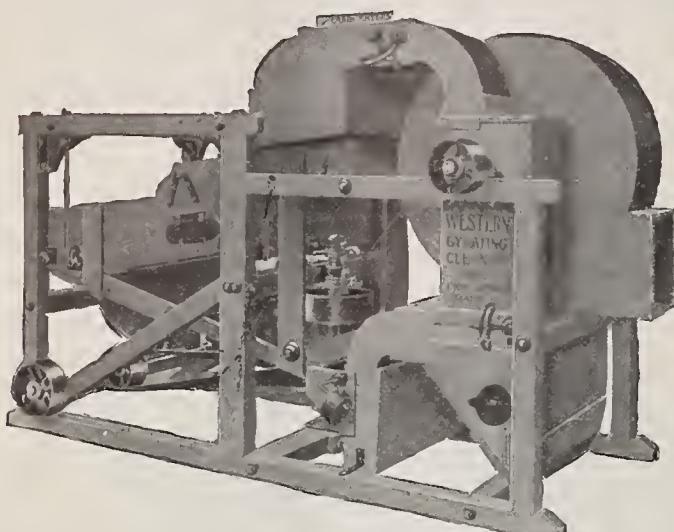
Ask us about it

Manufactured by

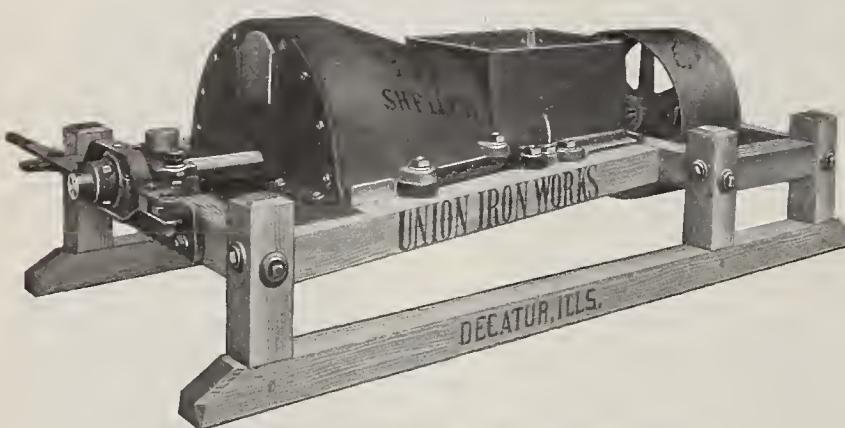
**J. M. King & Son**

**North Vernon, Indiana**

# The Time Is Now at Hand



The Western Gyrating Cleaner



The Western Regular Warehouse Sheller

when another Corn Crop must be taken care of, and reports from most sections indicate a good yield.

Are you prepared to handle your share of it?

Is your equipment in first-class condition?

**NOW IS THE TIME TO INVESTIGATE.**

You never lost any money investigating.

## A WESTERN Sheller or Cleaner

often pays for itself the first year in increased profits. How about your buckets, belting, loading spouts, etc. Remember, we are prepared to furnish anything needed from pit to cupola.

*Write for Catalog today. It's FREE.*

**UNION IRON WORKS**  
**DECATUR, ILL.**

1221-1223 Union Avenue, Kansas City, Mo.

## It Is Important To Decide Right

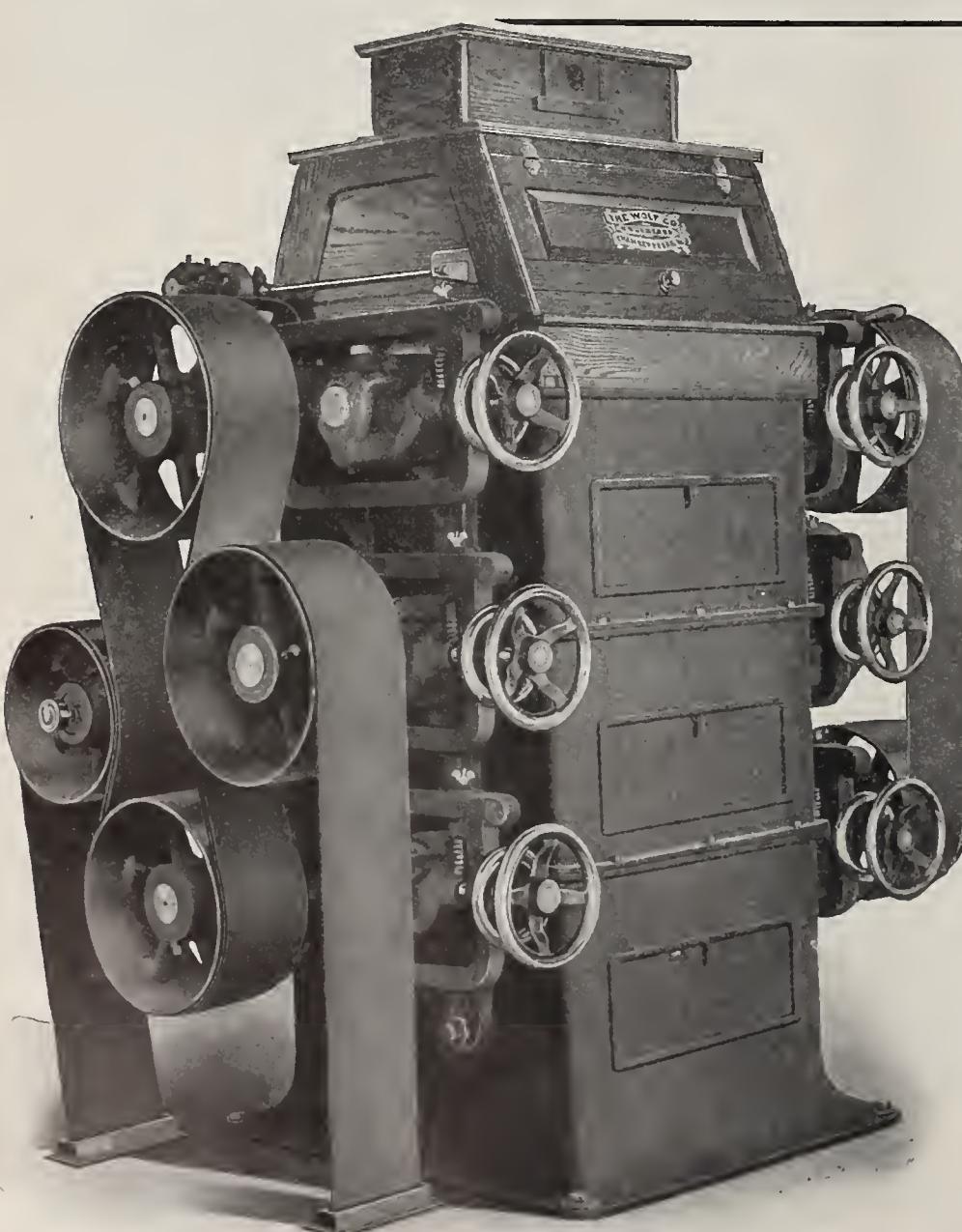
If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

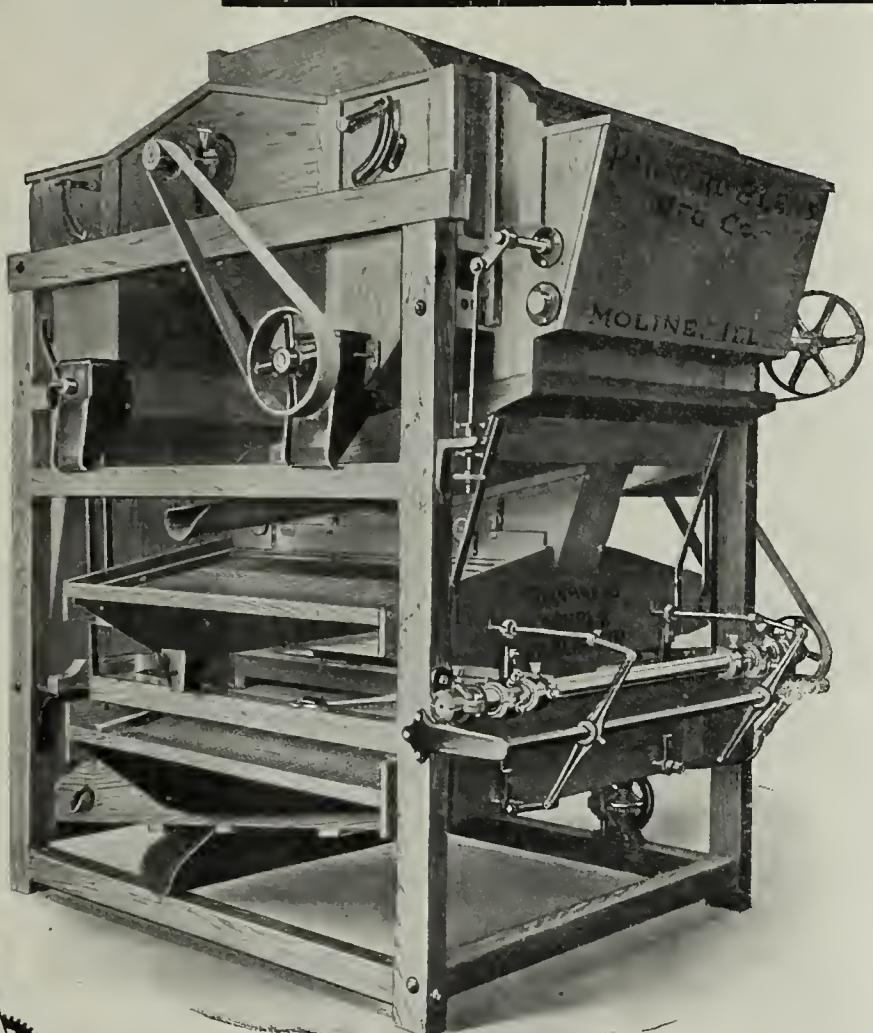
### **Wolf Three Pair High Roller Mill**

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequaled for feed and chop grinding.

*Send for descriptive circular*

**THE WOLF CO.**  
**Chambersburg, Pa.**





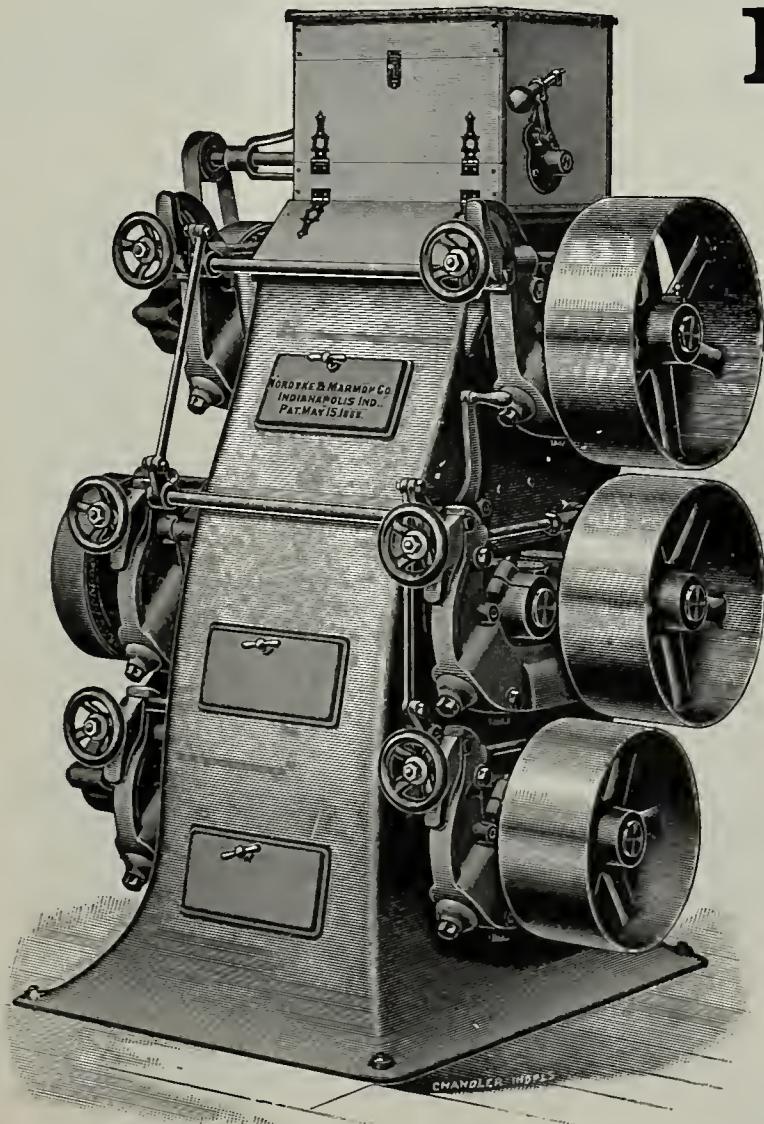
# Barnard's Double Separator

has greater sieve capacity than other separators because it has two kinds of sieve motion. The top, or scalping sieve, has a motion in line with the travel of the grain, while the main sieve has a side shake. For this reason the grain is relieved by the scalping sieve of all rough impurities, such as stones, sticks, straws, etc., and enters upon the side shake sieves in a wide, thin stream. As these sieves are about double the width of the sieves in other styles of separators a much greater sieve capacity is gained.

Its other valuable features of sieve cleaning device, self-oiling bearings, economy of power, durability and adaptability are fully described in our latest catalogue.

We also make a complete line of Grain Cleaning, Cereal, Feed, Malt and Cement Mill Machinery and supplies.

**BARNARD & LEAS MFG. CO.**  
**MILL BUILDERS AND**  
 **MILL FURNISHERS**  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



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there is no equipment that ever equalled the efficiency, serviceability and excellence of

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Corn Shellers	Feed Mills
Power Connections	Power Car Pullers
Elevator Heads & Boots	Elevator Cups

The most careful attention to mechanical details has made “N. & M. Co.” equipment, not only the best but the most economical as well.

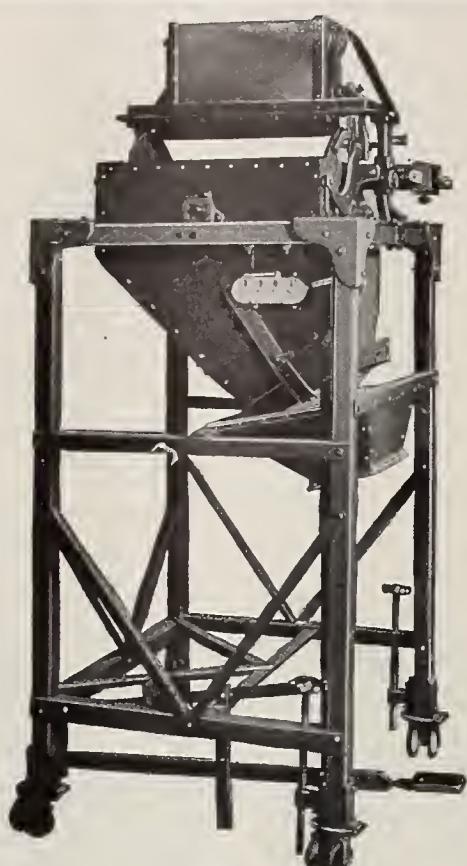
SIXTY YEARS AMERICA'S BEST

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**Nordyke & Marmon Company**  
America's Leading Flour Mill Builders  
ESTABLISHED 1851  
INDIANAPOLIS, IND.

## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims  
—  
Requires  
No  
Repairs  
—  
Occupies  
Small  
Space  
—  
Most  
Economical  
to  
Install



PORABLE BAGGER  
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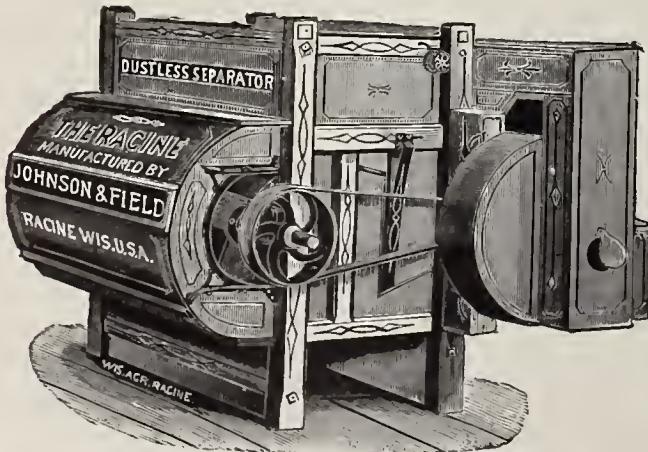
No Bother  
to  
Operate  
—  
Never  
Gets Out  
of  
Order  
—  
Will Not  
Rust  
or  
Wear Out  
—  
60 Days'  
Trial

National Automatic Scale Co.  
Bloomington, Illinois

## YOUR GRAIN

Will Always Grade if Cleaned With a  
Racine Dustless Separator

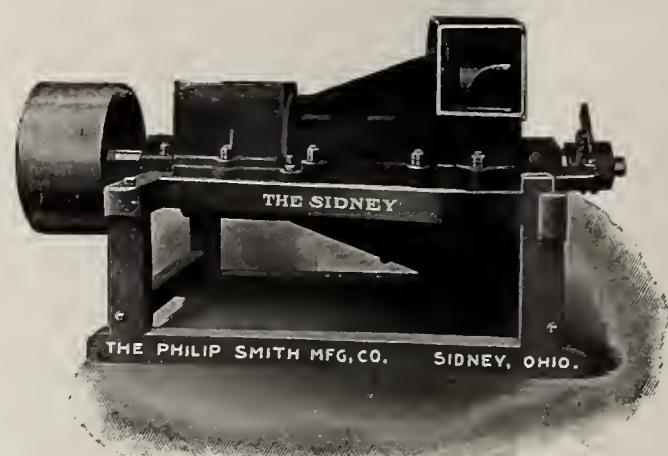
because it has both a blast and a suction  
which, working together, produce results  
that would be impossible with a machine  
having only blast or only suction.



Write for information about the finest line of  
warehouse mills made in the world and get a fine  
rubber dating stamp free.

JOHNSON & FIELD MFG. CO., Racine, Wis.  
Manufacturers of Farm and Warehouse Mills

## THE SIDNEY FAN DISCHARGE CORN SHELLER



Patented December 1, 1908.

We have many points of advantage over other shellers discharging in same manner. In case of breakage each casting is separate and less expensive to repair. All parts are made heavy, making it more durable. Compare our weights with other shellers. Using the very best iron, shelling surface chilled, insuring durability. Fan discharge separate from cylinder on shaft. Either style knockers, right or left hand, discharging over or underneath, to suit location; no expensive hopper; can be set on a level with boot, avoiding a pit or tank. Drive pulley on either end; unless otherwise specified we place same on hopper end. Guaranteed to give satisfaction and do the work required. Will not crack the grain. Provided with adjustable attachment, so that the cylinder can be adjusted to the condition of the corn while the sheller is in motion.

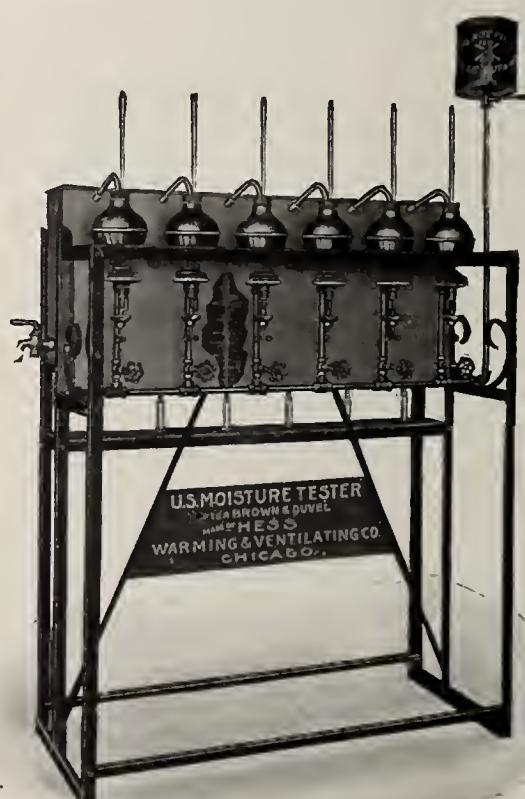
*Furnished with either screw feed knockers or conveyor feed, side feed hopper, right or left. Unless otherwise ordered we ship knocker feed with straight hopper.*

We manufacture Shellers, Cleaners, Drags, Dumps, Manlifts, Etc. You will find some of our machines in your vicinity, no matter where you are. Write us for complete catalog and prices.

**THE PHILIP SMITH MFG. CO.**  
SIDNEY, OHIO

A COMPLETE STOCK CARRIED AT ENTERPRISE, KAN.

Your Grain Elevator Equipment  
is Not Complete Without a  
Hess U. S. Moisture Tester



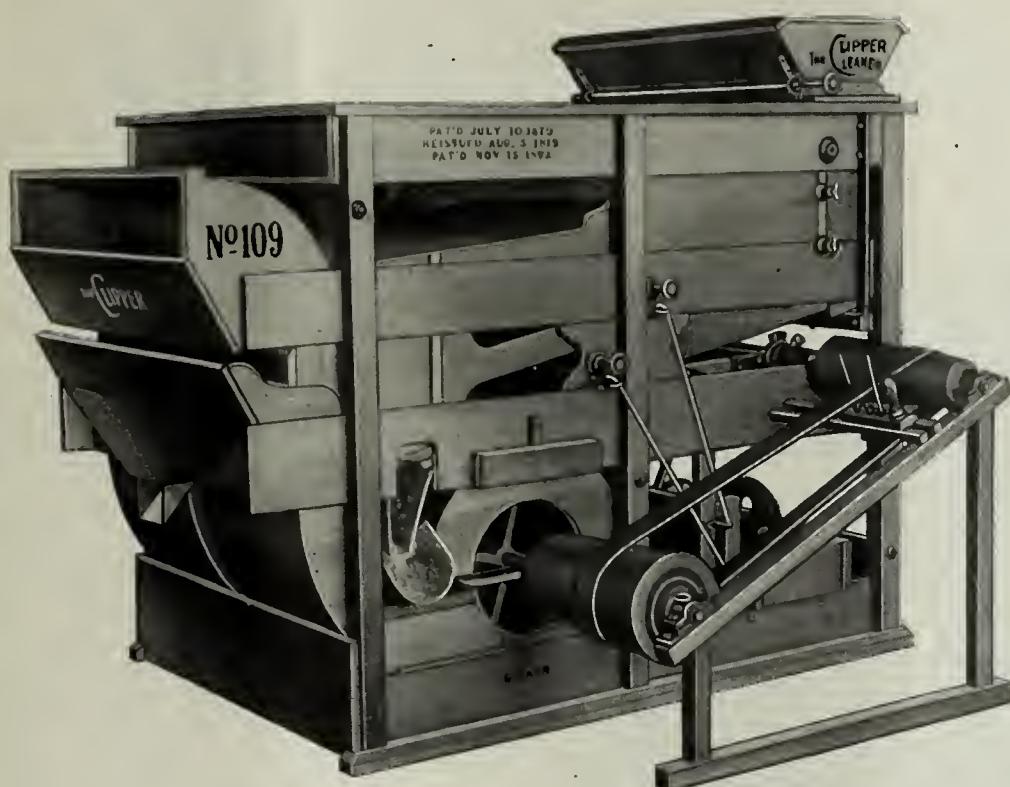
There is no  
other way for  
accurately de-  
termining the  
percentage of  
moisture in corn  
or other grains  
than this meth-  
od adopted and  
recommended  
by the United  
States Depart-  
ment of Agricul-  
ture.

Copper flasks and tubes  
save breakage of glass.  
Three sizes—burns gas-  
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Mounted on solid steel  
frame of convenient  
height.

Used Everywhere  
Write for Complete Particulars

**Hess Warming and Ventilating Co.**  
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# Combination Seed and Grain Cleaners



Our line of Clipper Seed and Grain Cleaners will give equally good satisfaction in cleaning clover, timothy, alsike, alfalfa, flax, millet, cane, kaffir corn, wheat, oats or any other kind of seed or grain.

The Clipper has two strong combination features: Traveling Brushes on the screens and Special Air Controller. The first keeps the screen perforations and meshes clear all the time and the second regulates the Vertical Blast to exactly meet the requirements of the stock you are cleaning.

We have an endless variety of perforated zinc screens, also of the best grade of woven wire screens in square and oblong meshes.

All of our machines are well made with close fitting joints. They can be changed from grain to seed by simply changing the screens and regulating the vertical blast.

Easily installed and simple to operate, they always give satisfaction.

*Write for catalog and prices.*

## A. T. FERRELL & CO., SAGINAW, W. S., MICH.

### "Eureka" Dryers



are the most economical, efficient and satisfactory. Absolutely perfect results guaranteed. Investigate our references. Catalogue and prices on request.



**The S. Howes Co.**  
**"Eureka Works"**  
**SILVER CREEK, N. Y.**

Our expert representative will gladly call and explain merits of the "Eureka."



### THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



#### Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

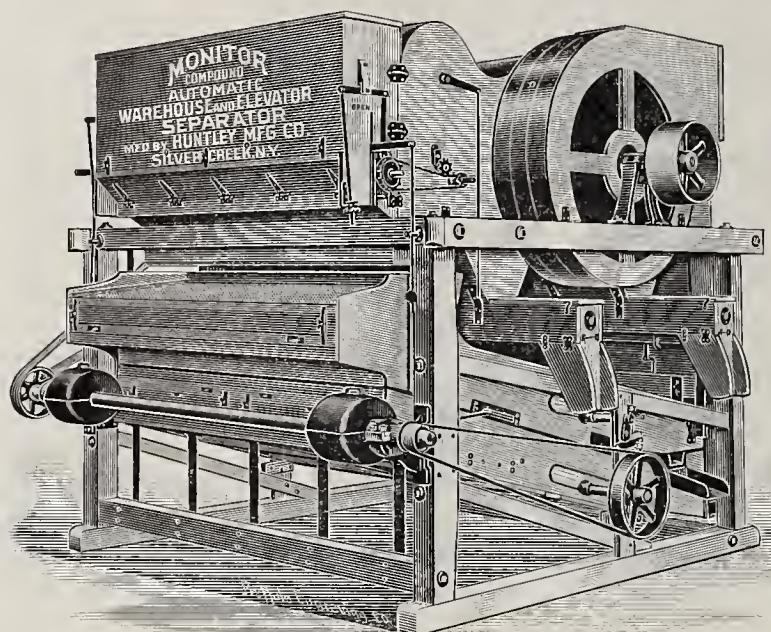
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SILVER CREEK, N. Y., U. S. A.

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# “MONITOR” AUTOMATIC GRAIN CLEANER



## YOU DON'T HAVE TO WATCH THIS MACHINE

As soon as your back is turned there is no telling what may happen to your present cleaner—trouble comes just at the moment when you are doing something else. You have “choke-ups” or “floods,” and your grades suffer as a result of these things. Well, you can avoid all of these unsatisfactory things—a machine that will stand up and deliver absolutely uniform work day in and day out is what we have to offer—something different and better than you have ever seen.

### Unlike all Other Cleaners

Nowhere is there a receiving grain cleaner built like this machine—nor anything that will approach its perfect work. The two air separations are capable of phenomenal work—will make perfect separations of seeds weighing as light as thirty pounds to the bushel. The three screen separations are arranged for close, uniform work—the two main cleaning screens having automatic sieve cleaners. It has reciprocating shakers operated by automatically oiled eccentrics, self oiling bearings, perfected force feeder and many other improved features.

### It's Built for Close Work

We designed this machine for those who wish to clean grain scientifically. It's arranged for the closest kind of work and can also be adjusted for medium or coarse cleaning operations if desired. For receiving cleaning on wheat, barley, oats, corn, rye, etc., it will operate with perfect ease of regulation and deliver closely calculated results with a material saving in shrinkage loss—and power.

### Nothing Else as Good

No other cleaner has so many desirable features. Its construction is simplified to insure lessened care and attention. Will clean closer and still show less shrinkage loss. Requires little power. Small cost for yearly maintenance. Will handle cleaning problems that you can't master with other separators.

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# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, DECEMBER 15, 1911.

No. 6.

## NEW TRANSFER ELEVATOR.

The very handsome and modern elevator shown in the illustration has just been completed at Council Bluffs, Iowa, for the Imperial Mill and Elevator Company of that city. It was started after designs by a local contractor of Council Bluffs, but after the foundation was laid it became apparent that the elevator as originally planned would not meet the requirements of the Milling Company, and thereupon on the foundation that had been laid the present house was erected by the Burrell Engineering & Construction Co. of Chicago. As built, it meets the needs of a modern transfer elevator in every way. The elevator has a capacity of 150,000 bushels, is of cribbed construction, covered with Sykes Corrugated Iron, and contains some twenty-eight bins in the storage part. It covers an area of 44x72 feet of ground and is 111 feet in height.

In the working house two elevator legs convey the grain from the carsink to the top of the elevator. From that point a belt conveyor for the grain runs over the top of the bins for filling, and a belt conveyor runs also for removing the grain from the bottom of the bins for shipment. Both the receiving and shipping tracks are shown in the illustration. The machinery equipment consists of one S. Howes Eureka No. 33 Oat Clipper and one Huntley Manufacturing Company Monitor Cleaner. There are also hopper scales and one Richardson Automatic Sacking Scale. Wagner Electric Motors operate the machinery, which other than the cleaners was all furnished by the Skillin & Richards Manufacturing Company of Chicago.

The elevator has switching connections with all roads of the Omaha-Council Bluffs terminal; and the owners claim to have one of the most modern cleaning and transfer houses in the West, and one that will meet all the exacting requirements of this very rapidly enlarging grain market.

Among the exhibits at a local corn show at Brookfield, Mo., in November were two ears of corn belonging to L. V. Woods, a banker at Laredo, brought to the show by J. W. Crookshanks, a well known corn breeder of Browning. One of the ears was raised near Converse, Grant county, Ind., in 1864, by Louis Pence. This gentleman was a careful farmer, selecting his seed corn in the fall and hanging it in the attic, and this particular ear, not being used, was allowed to hang in its place for several years and after that it was preserved on account of its age. When Mr. Pence moved to Missouri he brought the old ear with him, and in the spring of 1908 his son, J. R. Pence, planted a grain of it, which to the surprise of many ger-

minated and produced the ear which was the other half of the exhibit.

## SAFE BLOWERS.

On November 25 two cases of grain office robbery were reported, one from Mt. Vernon, O., and one from Minooka, Ill. At Mt. Vernon the office of the Mt. Vernon Hay and Grain Co. was one of three business offices entered, the total spoil of dynamited safes having been \$500.

At Minooka the office of the Truby Elevator Co.

[For the "American Elevator and Grain Trade."]  
**DISCOUNTS AND PREMIUMS ON CORN.**

BY F. S. RUTHERFORD.

Recommendations of the Federation of Grain Dealers' Associations concerning discounts and premiums on corn look very much one-sided, reminding one of the old story of the white man and Indian who went hunting together. Between them they killed a turkey and a buzzard. The white man said to the Indian: "I want to do what is fair, so you take the buzzard and I'll take the turkey, or I'll take the turkey and you take the buzzard." The Indian reflected a bit, and then said: "That sounds all right, but seems like white man never said turkey to poor Indian once." And so with the impracticable, visionary theory formulated by the Federation of Grain Dealers' Associations, relating to discounts and premiums on corn—for "turkey" has not been mentioned once to the grain buyer at the terminal market, though "buzzard" is buzzed in his ear from start to finish.

These "recommendations" seem to have been formulated with the idea that the corn buyer at the terminal market makes his purchases of the country dealer on a margin of 5 cents a bushel profit, and that he is entitled only to "skin" grades on his purchases, and that when the country seller furnishes corn that is fairly and squarely of the grade of corn traded in, then the purchaser must pay the seller a premium for giving him the character of corn expected when the purchase was made. If the No. 3 corn furnished should test 17½ per cent moisture, the terminal market buyer would be asked to pay the seller 1 cent a bushel more than the contract price, thus completely wiping out his margin of profit; for he could not exact the 1 cent a bushel premium of his cus-

tomer simply because he was furnishing a decent character of No. 3 corn. Should the moisture content of the No. 3 corn be 17½ per cent, a premium of 2½c a bushel (based on present market values) would be exacted of the buyer at the terminal market, which would not only eliminate his prospective margin of profit but entail a dead loss of 1¼c a bushel to him on the transaction. It is a well known fact that corn with a 19½ per cent moisture content is just barely within the pale of No. 3 corn and that for exporting or domestic shipping purposes it can not be applied on sales of No. 3 corn. It would be suicidal for any exporting or domestic shipping firm to bid the country for No. 3 corn in the expectation of having only 19½ per cent moisture test corn furnished them. When they bid the country dealer for No. 3 corn, buyers expect to get a decent character of corn of the grade, but take their



TRANSFER ELEVATOR OF IMPERIAL MILL AND ELEVATOR CO., COUNCIL BLUFFS.

Built by Burrell Engineering and Construction Co., Chicago.

was entered and the safe destroyed, the robbers getting less than \$25. This house is located on the E. J. & E. tracks about eighty rods north of the business part of the village. In the past five years the safes in the office have been burglarized four times and on two occasions the office narrowly escaped losing from \$1,200 to \$1,500.

The exchange committee of Novorossiisk, Russia, has drawn up rules by which the exchange can control the export of grain from that port. The limit of admixture to grain for the harvests of 1910-11 is fixed as follows: Six per cent for "Garnofka," 10 per cent for winter wheat, 6 per cent for oats, 8 per cent for "Surzha," and 10 per cent for rye. For grain containing an excess the exporter must pay 10 to 25 kopecks per tchentvert of 10 poods (5 to 13 cents per 360 pounds).

medicine without a whimper when an occasional car of "skin" grade falls to their lot. As most of the corn bids to the country are on an average of 1 cent, and frequently  $\frac{1}{2}$  cent a bushel, margin of profit, it is obvious that the buyer at the terminal market could not stand the pressure of the exaction of premiums recommended by the Federation of Grain Dealers' Associations.

An illustration of the impracticability and injustice of the "premium" feature is given thus: On December 2, 1911, 19 $\frac{1}{4}$  per cent moisture content No. 3 corn sold in the St. Louis cash market at 62c, and 17 $\frac{1}{4}$  per cent moisture content No. 3 corn at 63 $\frac{1}{2}$ c. Were the "Recommendations of the Federation of Grain Dealers' Associations" carried out, an exaction of 2 $\frac{1}{4}$ c a bushel premium over the value of 19 $\frac{1}{4}$  per cent moisture content No. 3 corn (62c) would compel settlement with the country seller on a basis of 64 $\frac{1}{4}$ c for No. 3 corn having a moisture content of 17 $\frac{1}{4}$  per cent, whereas its true market value was only 63 $\frac{1}{2}$ c.

The discounts recommended by the Federation of Grain Dealers' Associations would also be arbitrary and frequently unfair and unprofitable to both country seller and terminal market buyer. There is so wide a difference at different periods and under varying circumstances in the actual market value of "off" grades and the better grades of corn that no arbitrary, inflexible rule with reference to discounts can be applied with justice to any one. The buyer at the terminal market "gets it in the neck" badly enough when he has to accept 19 $\frac{1}{4}$  per cent moisture test corn on his purchases of No. 3; and when the country seller ships No. 4 corn to fill a No. 3 corn contract, it is only fair that he settle on a basis of the actual market value of the "off" grade. The disappointment, inconvenience and loss suffered by the terminal market buyer by reason of the country dealer shipping No. 4 corn on a No. 3 contract—often rendering it impossible for him to fill his contracts for No. 3 corn on time, which he had entered into on the strength of his purchases of No. 3 corn in the country—is a sufficient burden for him to bear. The country dealer is treated well at the terminal markets in these matters, and it were better to let well enough alone.

But trading in corn with No. 3 for the standard is altogether wrong. No. 3 corn is not the standard grade, and using it as a standard is an illusion and a snare. It is an illusion for the reason that when the track bidder bids for "No. 3 or better," the country dealer gains the impression that he is obtaining a big price for No. 3 corn, while as a matter of fact seemingly stiff bids for No. 3 corn are not stiff bids for No. 3 corn by any means. The bids read for "No. 3 or better," and are made seemingly high compared with the market value of No. 3 corn solely for the reason that the bidder expects most of the corn bought on his bids for "No. 3 or better" to grade No. 2. Yet, while bidding pretty close to the value of No. 2 corn, he does not bid squarely up to it.

Selling his corn as "3 or better" is a snare to the country dealer, for the reason that he becomes grounded in the belief that there is no such thing as No. 2 corn in his locality, and he thus prevents himself from securing the benefits that are coming to him on No. 2 corn, either by selling to arrive or on consignment. The country dealer should insist on selling his corn with No. 2 for the standard, and corn missing grade should be settled for on the basis of market difference on day of arrival at destination.

#### CANADIAN INSPECTORS.

John Leahy, of Montreal, grain inspector for Thompson & Earle, has gone to St. John, N. B., for the winter, to take care of his firm's grain exports via that port, arriving over the C. P. and I. C. Railways.

Frank E. Gibbs, of Fort William, has been made chief grain inspector of Canada, with office at Winnipeg. Mr. Gibbs was born in 1845; is the son of Hon. Thos. N. Gibbs, of Oshawa, Ont., a miller, and was himself trained in that business and in handling grain. He went to Port Arthur as inspector in 1885, when the port had but one elevator, the then C. P. Ry. Elevator, afterwards known as the King and now as the Horn Elevator. At that time

this house had a capacity of only 100,000 bushels of wheat, while now the two ports at the head of the lakes have room for 24,000,000 bushels in store. The Winnipeg Free Press says of him: "The present clashing of interests regarding the terminal elevators is a matter that had engaged the serious attention of the late government and the present government is pledged to continue the work looking to a solution of the difficulties and it is safe to say Mr. Gibbs is the man whose ideas will sway the matter into the proper channel. It is generally known that he has strong views on this question; indeed considering his long service as inspector, it could not be otherwise."

#### EARL C. BEAR.

Earl C. Bear, of Hicksville, Ohio, is another of the long list of "grain men" whose careers bear out the statement made recently by some one, that in all communities worth while living in or considering on their merits, it will be found that the local grain dealer, or dealers, almost invariably are found in the forefront of all progressive movements of the community. The fact is, the grain dealers'



EARL C. BEAR.

business, and the unceasing contact he has during all his working hours with the outside world and its affairs, as they influence market prices, is such that, if he is alive at all, he is very much alive, consciously or unconsciously, to all the currents of public thought and the pressure of social tendencies.

Aud so the reader need not be surprised to learn that Mr. Bear in November was elected mayor of Hicksville on a platform of progressive business methods applied to municipal affairs and of strict enforcement of the law. He was the Republican party nominee; but Hicksville is different from most progressive towns nowadays, if any party endorsement can outweigh the quality of the nominee on a modern platform that ignores party politics in local business matters exclusively. He enters on his term of office on January 1, 1912.

Mr. Bear was born on a farm in Crawford Co., O., 32 years ago. He was schooled in the public schools of that county and at the Tri-State Business College at Toledo, O. On leaving the College he entered the grain business at the age of 18 with Churchill & Company of Toledo, O., and served that firm in the capacity of bookkeeper for a period of six years. In 1903 he organized the present firm, the Reed-Bear Grain Co., and purchased the B. & O. R. R. Elevator at Hicksville, O., where the firm is now engaged in the grain, seed and coal business.

This firm is very favorably known to the trade as one that faithfully observes its contracts; for the up-to-date business methods of its manager and owners, and for their pronounced ideas concerning the righteous observance of the Golden Rule. Dr. E. J. Reed of Leipsic, Ohio, who has been an honored physician in that town for more than forty

years, and Earl C. Bear, the subject of this sketch, constitute the firm. Dr. Reed is Mr. Bear's father-in-law.

Mr. Bear, as Ohio dealers know, has always been a faithful supporter of the various grain trade associations and an attendant of their meetings, and, as publishers know, a reader of the recognized trade publications. The family consist of his estimable wife and two strenuous male Bears of six and nine years respectively, thus making the firm truly bearish; and inasmuch as his mother's maiden name was Lyons, it may be said that he was born and bred to withstand the vicious attacks of the Bulls or other wild animals inclined to cavort around unrighteously.

[For the American Elevator and Grain Trade.]

#### FINAL CENSUS REPORT.

BY P. S. GOODMAN.

Next week's final estimates of the Department of Agriculture of this year's cereal crops is awaited with more than usual interest. The decennial account has been made public and the Agricultural Department will revise its acreage figures; for therein is the difference between the two sets of figures. It now looks as if the readjustment will be radical, and that the census will be accepted on its face without the quibbling or juggling of ten years ago. The demand of the trade has been heard in Washington, and the first evidence of what is to be expected on Monday is in the revision of the winter wheat acreage for the past three years, including that just sown, to conform to the census count of harvested acreage in 1909.

Simultaneous with the revision of the winter wheat acreage the Census Bureau has given its totals on the big grains. The comparison follows:

	Acreage.	Wheat.	Corn.	Oats.
Census, 1909	44,262,000	98,383,000	35,159,000	
Census, 1899	52,589,000	94,914,000	29,540,000	
Agricultural				
Dept., 1909	46,723,000	108,771,000	33,204,000	
Agricultural				
Dept.	44,593,000	82,109,000	26,341,000	
Yield.	Wheat.	Corn.	Oats.	
Census, 1909	683,373,000	2,552,190,000	1,007,129,000	
Census, 1899	658,534,000	2,666,324,000	943,389,000	
Agricultural				
Dept., 1909	737,189,000	2,772,376,000	1,007,353,000	
Agricultural				
Dept., 1899	547,304,000	2,078,144,000	796,178,000	

The final figures vary but a small fraction from the tabulation given in the "American Elevator and Grain Trade" last month, when taking the sum of the state reports. The wheat acreage as finally given is 300,000 larger, the corn acreage 900,000 less, and the oat acreage 500,000 less; the crop returns 4,000,000 bus. more on wheat, 4,000,000 less on corn and 16,000,000 less on oats than in the tabulation of a month ago.

The winter wheat acreage harvested in 1909 reported by the census was 26,548,000 bus., and by the Agricultural Department 28,330,000 bus., the census being 1,782,000 acres less. In revising the acreage sown this year, the figures given are 31,656,000 acres. By the usual method of the Department the acreage given this year should have been 33,452,000,000 acres; the revision is 1,796,000 acres less, which shows acceptance of the census figures, with the continuation of the Department's percentages of increase since, which is as fair as the trade should expect, and evinces a disposition to bring our grain statistics to an exactness as far as annual approximations can do so.

The larger winter wheat states are treated on the census basis with an exact rule, deductions of recent years being evident in all of them; or, in other words, there is a greater deduction than in the census figures, amounting in the whole to 600,000 acres; the smaller winter wheat states, especially the Mountain, Pacific Coast and Southern states, are treated more liberally, and the variation therein equals the variation on the other side in the larger states. This method was probably taken on account of the proneness of collectors for the Bureau to slight their work in sections sparsely settled. Taken as a whole, the grain trade is indebted to Mr. Wilson for his winter wheat revision.

The attitude of the Department on the great corn crop is awaited, and it would be useless to discuss

that phase of the situation, except to assume that if the census figures are accepted and the increased acreage on percentage basis since then extended, the crop this year would be somewhere around 2,510,000,000 bus. instead of the 2,776,000,000 in the preliminary report for November.

As the two agreed on oats, no change in those results will be made.

The change in wheat acreage suggests a final report of 431,000,000 bushels of winter and 190,000,000 of spring wheat, or a total crop of 621,000,000 bus., instead of the preliminary of 655,000,000. If the Agricultural Department adopts the smaller yield per acre of the census bureau and applies it to present returns, the crop would be reduced to 600,000,000 bus. This is hardly to be expected. However, in view of the revision of winter wheat acreage, the unexpected may happen.

The census final report presents the following additional comparisons to its acreage and yield:

	Wheat.	Corn.	Oats.
Average yield, 1909.....	15.4	25.9	28.6
Average yield, 1899.....	12.5	28.1	31.9
Average per capita, 1909.....	7.4	27.7	10.7
Average per capita, 1899.....	8.7	35.1	12.5
Consumption per capita, 1909... 6.5	27.3	10.7	
Consumption per capita, 1899... 6.2	32.3	12.5	

This consumption includes seeding, and takes no note of supplies in first and second hands, hence should not be accepted as an accurate index of the consumption.

In taking the census the wheat yield was up to the usual, but the oat and corn yields were below normal, largely due to the drought in the Southwest. The figures, therefore, do not represent any decline for the decade in the productivity of the soil; their value to the trade is in the acreage figures, and these agree with other factors that relate to the farming industry. As the variations by states is very slight in any of the three crops on the final report compared with the reports by states given in detail last month, there is no need of again referring to them.

#### REYNOLDS ON RAILWAY LEGISLATION.

Not in recent years has a public address elicited so much favorable comment among Indianapolis railroad men as that delivered by Edward Reynolds of Crawfordsville, Ind., former president of the National Grain Dealers' Association, on "The Relation of Railroads to the People," before members of the Transportation Club of Indianapolis at the monthly meeting of the Club in the Board of Trade Building on Tuesday evening November 28, says the Star. The address will be published and distributed in pamphlet form among Indiana railroad men.

Mr. Reynolds covered the subject thoroughly, among the important points touched upon being railroad legislation. He advocated that all railroad legislation should be directed by the Federal government, and declared that if the country is to have state railroad commissions they should only be auxiliary to the Interstate Commerce Commission. Among other things Mr. Reynolds said:

##### ROADS NOT EXCUSED.

I have absolute faith in the Supreme Court of the United States in adjusting Federal laws to meet new commercial conditions. I believe in the honesty and integrity of the Interstate Commerce Commission. Careful observation has led me to believe that the railroads are more sinned against than sinning. The managements of various roads in the past are largely to blame for the present attitude of the public mind. Railroads in the past have dealt harshly with the people; there is no denying this statement. This is particularly true in smaller matters. The prime cause of hostilities in the beginning was not so much in the general conduct of the railroad business, as in the smaller technicalities practiced by officials and employes in their contact with the public. The original policy of the roads was to adopt the methods and practices convenient to themselves with total disregard for the convenience of the people.

Wanton arrogance and disregard for public welfare became so unbearable that the public found justification in rising in its might and forcing the roads to come to reasonable terms. Encouraged with their first successes in correcting minor abuses, the people began looking for other conquests. Once started the incipient blaze soon became a sweeping conflagration. Flushed with victory the people seem to have lost sight of the fact that the railroads have any rights whatever.

Nothing more clearly demonstrates the unreliability of public opinion than the rampant opposition to the "rules of reason" established by the Supreme Court in recent rulings on trust questions. Whether to the old school of lawmakers this rule of reason is a good law or not, matters little. It meets modern conditions and is certainly possessed of the elements of good sense.

Who suffers by unreasonable persecution of the railroads? First and most directly, its stockholders, and, contrary to the general opinion, these are largely people of modest means. The second class of people who must suffer by unjust persecution of the railroads is the general public.

To be prosperous and serve the people, a road must make money. It must be allowed fair compensation for its services. Physical condition of property and equipment must be kept up to a high degree of perfection. Capital must be rewarded on its investment. When all these demands can not be met, the railroads are then failing to perform their part of the mutual pact existing between themselves and the public.

This brings us to one of the great economic questions of the day: namely, who shall hold the rate-making power? If given to the people, disaster would follow. The public is hopelessly ignorant on the whole subject. The proposition of giving it entirely into the hands of the Interstate Commerce Commission is one of doubt. It must be admitted that the railroads themselves are more competent and better qualified to exercise this right than any one else. If we are to take away from the railroads the general power to fix compensation for the services rendered, we rob them finally of the last vestige

power only to see that a just and reasonable rate was fixed for this service of elevation, a part of transportation which the railroads must furnish on demand. From this the court arrived at the conclusion that the commission by implication was forbidden from prohibiting all compensation for elevation. This view is therefore sustained by the Supreme Court.

Subsequently the same body in the Updike case held that the allowance must be paid to all elevators rendering a like service to the railways, whether or not a contract to that effect had been entered into. The so-called Updike case, decided on December 4, presented the position of the "independent" elevators whom the U. P. road refused to grant the allowance paid the "Peavey" elevators. Although the Updike Grain Co.'s elevator at the Omaha terminal and other similar elevators do not stand alongside the tracks of the Union Pacific Railroad Company, but are located in the Missouri River cities reached by that railroad, the court rules they are entitled to the same compensation for the elevation of grain in transit.

#### AT MONTPELIER, OHIO.

The photographer would have us believe that a part of the building at Montpelier, O., appearing in



PREMISES OF W. E. RILEY, MONTPELIER, OHIO.

of self-management. We destroy the incentive for investors to put their money into lines.

#### ALLOWANCES DECISION.

As previously announced in these columns, the "Peavey Case," involving the power of the Commerce Commission to set aside the contract of the Union Pacific Railroad Co. with F. H. Peavey & Co., whereby the former paid to the latter a certain sum for transferring grain at Missouri River points (Omaha and Kansas City), was on November 13 decided by the U. S. Supreme Court in the negative. The Court (per Holmes, J.) held that the Commerce Commission had power to regulate the amount of the compensation paid for the service but could not forbid absolutely its payment. The contract called for the payment of 1 1/4c. per cwt., which amount has been reduced by the Commission to 3/4c., and is allowed to stand.

The original contract in issue was made in 1899, since when the "allowance" has been paid at many points and has been more or less a disturbing element to transportation companies and to dealers, the latter claiming that the payment of the allowance to an elevator for handling its own grain amounts in effect to a rebate equal to a greater part of the amount paid; but the Supreme Court said in effect it could not prevent this. The case was taken on appeal from the order of the Commission, that the payment be discontinued, to the U. S. Circuit Court, which held that the Commission had

the picture and belonging to W. E. Riley, are standing "on the bias"; but that is only one of the not infrequent perversions of the camera—the place and all about it is strictly "on the square."

Mr. Riley has been in business here for seventeen years and owns every foot of the ground upon which his elevator and other buildings stand. He handles about 80 cars of grain per year and 125 cars of coal. It is rather a curious fact that Mr. Riley was not only the first man to sell soft coal in Montpelier but that it took him all one season to get rid of one carload, such was the hold hard coal had on the public. Now, however, his sales of soft coal will amount to a hundred cars in one season.

New York grain men report that new crop Argentine oats are being offered for forward delivery. No prices were announced in the reports sent here, but the price at London was 40c per bu. and the oats were presumably available on similar terms at the American seaboard. The import duty on oats is 15c per bu.—R.H.

Elevator men at Morton, Minn., published a notice to farmers to the effect that, "realizing that your crop is short this year, we have concluded to cut out our profit, for a time at least, and will buy your wheat and coarse grains at Minneapolis prices less freight commission. This does not apply to stored grain or any grain that may be stored, but is a strict cash on delivery proposition. Minnesota grades to be the basis of all sales, as at this rate we cannot overgrade any wheat."

[For the American Elevator and Grain Trade.]

**THE TEMPLETON EPISODE.**

BY JULIAN KUNE.

It is not often that the writer attempts to comment on semi-public subjects, unless they are akin to the upholding of certain laws, whether they be Federal, state or municipal, for the regulating of the intercourse between the various individuals that compose the state. The Chicago Board of Trade, being a semi-public institution, whose acts are of a world-wide influence and importance, any citizen who has the welfare of the country at heart may freely express his opinion of the happenings that may take place on 'change as well of the conduct of its members.

The late commotion not only on the Chicago Board of Trade but in all organizations which have commercial connections with the Board, is almost without a parallel in the latter's history. The writer does not remember a single incident that convulsed the members of the Board as has the above named episode. During the forty years of his connection with that commercial institution, there have been many stirring episodes but not one of them equaled this last one. Plain spoken accusations against the business methods of the Chicago Board of Trade cannot be treated with silent contempt, coming as they do from one of its foremost cash wheat traders. Those who but superficially examine these accusations may doubtfully shake their heads and call the author of them "a little off in his upper story," superinduced by over-work and mental strain, but there is no denying that the effect of this literary bombshell disturbed the equanimity of both bulls and bears and, like Banquo's ghost, it will not go down by merely ignoring it.

A careful, unbiased reader of the Templeton circular is bound to confess that some of the complaints and accusations are well founded. Take for instance, the Board of Trade "Call," which the author of the circular designates as being "clearly in restraint of trade," in which opinion the writer of this article fully coincides. When the Call was inaugurated, a few years before the writer left the Board, he was surprised at its introduction; for if ever any commercial act was in restraint of trade, the Call is certainly one of them. Yes, but say the directors of the Board, the Call was introduced in order to place all the members on an equal footing and to prevent elevator owners from bidding higher for grain than the average commission men; but such arguments would lead us to regard enacted laws as merely probatory, which finally would end in commercial anarchy. We have no legal or moral right to trespass one law in order to remedy the non-observance of another. "Two wrongs do not make one right."

In his advocacy of the abolition of the Call the author of the circular displays unusual pluck and bravery; for, as I always regarded him as the broker of the elevator interests, he is "killing the goose that laid his golden egg." We should honor instead of condemn a man for sacrificing his own individual interest in behalf of the good of the community. He confesses that he has trespassed the law; but judging from the tone of the circular he is ready to let "the dead bury the dead" and turn over a new leaf and henceforth he will observe the laws, which according to his own confession, he has violated.

The next flaw which the author of the circular letter finds in the methods of the grain business transacted on the Board of Trade is the state grain inspection. While the writer of this article cheerfully expresses his approval of the suggestion that the Board Call be discontinued, he cannot approve of the least interference with the state grain inspection as it now exists. If the state grain inspection is, as the complaint says, "in a very bad condition," then let the remedy be to improve it in the regular way, through the state legislature. The simple assertion that the chief inspector and his deputy inspectors are incompetent and do not understand their duties is not the proper way to remedy the evil, if there is any evil as complained of; but let charges be properly preferred against all

such officials for incompetency or neglect of duty. I do not believe, as the complainant does, that all politically appointed Federal, state or municipal officials are knaves, and I do as firmly believe that the heads of the different departments are anxious to have their subalterns give the people, who are in tact their rightful employer, faithful and honest service. There is no objection to introducing into the state grain inspection the civil service system and proper examination into the knowledge which the candidate possesses of the duties for which he seeks an appointment. All of these things may be, and I have no doubt will be, introduced in the course of time by the proper authorities. We must, however, refrain from tearing down the structure which it has taken many years to build up, before we have well matured plans, either to replace the same or to improve its efficiency.

The people of the state would rise up in a body in opposition to the abolition of the state grain inspection. Such a step would be a retrograde movement; for be it remembered that the state grain inspection had its birth many years ago, after a severe struggle between the Chicago Board of Trade and the people at large, residing not only in Illinois but in all the neighboring states which shipped their grain to Chicago. I well remember the time when, in 1866 and 1867, after certain irregularities on the part of some of our elevator proprietors, how public opinion all over the West caused the passage of the act by the Illinois legislature creating the Railroad and Warehouse Commission, providing for the classification and supervision of elevators and warehouses, and still later, in 1871, the act for the appointment of a chief grain inspector and a registrar of grain for the city of Chicago, together with the necessary corps of assistants to each. By this act the inspection of all grain coming to Chicago from all parts of the country was taken out of the hands of the Board of Trade and placed under the control and jurisdiction of the state where it properly belongs.

I can but reiterate the words anent this subject contained in an article in the "American Elevator and Grain Trade" published March 15, 1911, where it is said: "The placing of the grain inspection into the hands of the state certainly was one of the wisest things done for the interests of the Chicago Board of Trade as well as for the country at large. It minimized the chances of issuing fraudulent warehouse receipts, as well as unlawful manipulations in the inspecting of grain. While the chief grain inspector has full authority over the system of grain inspection, he is by no means the sole arbiter of the grades established. There is an appeal committee, which up to recently was composed of three members of the Board of Trade, who can at any time, when appealed to, reverse the grade established by the chief and his deputy inspectors."

## A LIBERAL LAW.

I fail to see how the state could have displayed more liberality towards the Chicago Board of Trade than it has in the state grain inspection act, passed forty years ago. I have no doubt that the large majority of the members of the Board are in favor of having a rigid service law, which should be strictly enforced, and a thorough examination of candidates for the position of grain inspectors; but such laws and regulations should come through the regularly constituted law-making authorities, which is the state legislature in conjunction with the Governor's approval. It is not necessary to try to force such reforms by denouncing the present incumbents. They are probably as competent to perform their duties as the present law and system requires them to be. It is not the employes of the inspection department who are to be blamed for any shortcomings that may exist, but the system under which they act.

Instead of continually finding fault and calling employes bad names, any member of the Board has the privilege of filing charges against any employe who in any shape or manner is guilty of violating the state grain inspection law. I have no faith in any reformer who continually scolds and accuses his fellow men of being corrupt yet who never attempts to prove his charges before the bar of jus-

tice and public opinion. The good name of most men is more precious to them than any amount of gold and silver; and we should be very careful not to rob them of this valuable possession. All should be treated alike, whether capitalists or elevator proprietors or state employes; none should be branded as rascals until they have been proven to have deserved this appellation. The remedy is at hand if the reformer is sincere and in earnest to lessen the evil in the conduct of commercial transactions.

## WE SHOULD NOT TAKE ANY BACKWARD STEPS.

I shudder to think of the possibility of the Board of Trade of the city of Chicago, which has deservedly earned the badge of honor for probity and square dealing, going back to the old methods of its grain inspection and regular elevator supervision, that prevailed before the Railroad and Warehouse Commission law was enacted. The writer well remembers the many abuses practiced in those days by elevator proprietors. That was the time when owners of regular elevators were also grain dealers and commission men; and they could with impunity mix their grain with that of their customers, whereby the identity was lost, always to the disadvantage of the owner of the grain and to the great advantage of the owner of the elevator. It was the easiest thing to corrupt the Board of Trade grain inspector who was stationed at the elevator, to inspect the incoming grain of customers as of a lower grade and the outgoing cargoes belonging to the owner of the elevator as of a higher grade. It is true that even at this day, as the writer is informed, elevator proprietors still continue to buy and store their grain in their elevators which are "regular," and the temptation to fraudulent inspection may still exist, in spite of the rules and the long established custom forbidding such practices; but here comes the question, Why don't the reformers tackle this alleged abuse and try to prevent these elevator men from mixing their grain with that of their elevator customers if they do so mix it? Yes, why don't they? There is a rule forbidding this uncommercial practice.

An encouraging feature of this whole family squabble is that the person who has publicly branded the commercial system of the Board of Trade is one of its most prominent cash wheat brokers and dealers; and we must credit him with a sincere desire to observe the Sherman act henceforward, which he acknowledges himself to have violated hitherto; and we must also believe that his efforts will be concentrated upon reforming the methods of his former patrons and principals. That he is in dead earnest may be inferred from the fact that he has challenged the directors of the Board to bring charges against him for uncommercial conduct.

**THE BROWN RAT.**

The Norway brown rat, whose ravages have been made the subject of a Farmers' Bulletin (369) in this country, has invaded Canada from the United States and has already taken possession in Manitoba of an area ninety miles long by sixty miles wide abutting on the U. S. boundary. In that limited area his destruction is now estimated by the Deputy Minister of Agriculture at \$1,000,000 a year, and he is advancing into new territory at the rate of fifteen miles a year. The virus poison treatment is believed to be the most likely method of attacking the pest; but the Minister says: "The difficulty has been in creating a general interest in the matter; and, while it has been possible to secure the hearty co-operation of one or two farmers in a neighborhood in the use of the virus, others have been quiescent, with the result that, while their more progressive neighbors have destroyed the rats, they have virtually conducted a breeding place and supplied the neighborhood." Yet the subject is one of considerable interest at this time for, to use the expression of Mr. Golden, "the presence of rats in the grain belt of western Canada means that the farmer will have an enemy to fight that is more insidious than many others, and the result of neglect will be an annual loss, increasing each year as the rat-infested area widens."

## COMMENTS ON SCHEDULES A AND B

Below are reprinted Schedules A and B, promulgated by the Federation of Grain Dealers' Associations, as modified slightly from the terms of the same document as it appeared in these columns in the November number:—

Concerning Discounts and Premiums—Recommendations of the Federation of Grain Dealers' Associations on buying and selling corn on the basis of "Flat Grades":

President E. M. Wayne, of the Grain Dealers' National Association, in his annual address at the National Convention at Omaha recently, referred to the current practice of buying and selling grain on the basis of "Three or Better," and strongly urged the exchanges of the country to take the matter up and establish the practice of buying on the basis of "Flat Grades."

The Convention unanimously endorsed President Wayne's recommendations by resolution as follows:

"Whereas, Criticism has been directed at the several markets and centers in reference to the bids that are made for certain grades of grain 'or better,' for example, for No. 3 Corn 'or better,' and in a similar way for other grades, on the theory that the seller was thereby deprived of the proper benefits that should accrue to him on the higher grades; therefore, be it

"Resolved, That the Grain Dealers' National Association recommends that the various markets be requested to take such action as will bring about a change in the practice and custom, so that the purchases of grain at interior points be on the flat grades."

In view of the action of the National Association on the question of buying and selling grain on the basis of "flat grades," the Federation, an organization of Grain Dealers' Associations of the states, convened in Chicago, Oct. 25-26th, to consider this question, including the broader question of discounts and premiums. As a result of this meeting the schedules following were promulgated and are recommended as a means for accomplishing the purposes indicated.

Since the grading of corn by the use of the moisture test is the general practice and is provided for in "The National Uniform Grades," these schedules are especially adapted to such practice as they disclose the actual intrinsic value plus the cost of treating and conditioning, applicable only to grades of "Three" and "Four" Corn.

The suggestion of Dr. Duvé, of the Agricultural Department of the United States, as to graduated values, based on moisture content, are incorporated in these schedules, and they are now published as Schedules "A and B" of the Federation of Grain Dealers' Associations, and recommended to both buyers and sellers as the basis for all purchases and sales when the actual value is sought.

## SCHEDULE "A"—DISCOUNTS.

Where the moisture content is over the maximum per cent [19.25 Chicago, 19.00 in Rules] allowed for "Three" corn, and not over 20 per cent, the corn being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu., discount 1 cts.
45 to 55 cts. per bu., discount 1 1/4 cts.
55 to 70 cts. per bu., discount 1 1/2 cts.
70 to 85 cts. per bu., discount 1 3/4 cts.
85 to 100 cts. per bu., discount 2 cts.

Where the moisture content is over 20 but not over 21 per cent, the corn being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu., discount 1 1/4 cts.
45 to 55 cts. per bu., discount 2 cts.
55 to 70 cts. per bu., discount 2 1/4 cts.
70 to 85 cts. per bu., discount 3 cts.
85 to 100 cts. per bu., discount 3 3/4 cts.

Where the moisture content is over 21 and not over 22 per cent (the maximum for "Four" corn), being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu., discount 2 1/2 cts.
45 to 55 cts. per bu., discount 3 cts.
55 to 70 cts. per bu., discount 3 1/2 cts.
70 to 85 cts. per bu., discount 3 3/4 cts.
85 to 100 cts. per bu., discount 4 cts.

In discounting corn that grades "Four" for reasons other than excessive moisture content, the discount limits fixed in Schedule "A," based on the prices indicated, should constitute the maximum limits for such discounts.

Corn containing over 22% moisture and classified as "Sample," "Rejected" or "No Grade," varies greatly in character and intrinsic value, hence cannot be governed by any fixed schedules of discounts and premiums, but should be bought and sold on safe margins to insure a profit.

## SCHEDULE "B"—PREMIUMS.

This schedule of Premiums is based on the intrinsic value of corn, taking "Three Grade" as the Contract basis.

As "Three Corn" may contain any amount of moisture less than the maximum per cent allowable for that grade, the premiums herein provided for begin at a point one and one-half per cent below the maximum per cent allowable for such grade.

Premiums should be allowed on corn testing less than 1 1/2 per cent under the maximum per cent allowable for

"Three Corn," but not less than 17 1/2 per cent moisture, as follows, when otherwise eligible to "Three Grade":

35 to 45 cts. per bu., Premium 1/2 cts.
45 to 55 cts. per bu., Premium 3/4 cts.
55 to 70 cts. per bu., Premium 1 cts.
70 to 85 cts. per bu., Premium 1 1/4 cts.
85 to 100 cts. per bu., Premium 1 1/2 cts.

Premiums should be allowed on corn testing under 17 1/2 per cent but not less than 15 per cent moisture, as follows, when otherwise eligible to "Three Grade":

35 to 45 cts. per bu., Premium 1 1/2 cts.
45 to 55 cts. per bu., Premium 1 3/4 cts.
55 to 70 cts. per bu., Premium 2 1/4 cts.
70 to 85 cts. per bu., Premium 2 3/4 cts.
85 to 100 cts. per bu., Premium 3 1/2 cts.

Each of the foregoing schedules is enforceable only when made a part of the contract of purchase or sale, by reference or otherwise, hence they are recommended to the grain trade as a correct basis for contracts, providing for discounts and premiums.

## SPECIFIC RECOMMENDATIONS.

1st. We recommend that you test and grade your corn carefully when buying or selling and apply these schedules to determine its value.

2nd. We recommend that you clean and condition your corn thoroughly before shipping, then apply these schedules to determine the discount or premium that should apply.

3rd. We recommend that all contracts, both purchase and sale, should be on the basis of these schedules and for "flat grades" only, if you desire the transaction to embrace correct elements of value as well as to make effective the recommendations of the National Association.

4th. We recommend that shipments of "Sample" or "Unmerchantable" corn, to apply on grade contracts, should not be made; the practice should be discouraged, otherwise it will bring complications, discontent and loss. You can afford to give preference to those who condition their grain before selling or shipping, and to receivers, track buyers and markets that assist in making effective these schedules and recommendations.

This communication and these schedules go to every grain dealer in the corn producing states, and if made effective, it will be necessary for all dealers, both shippers and receivers, to familiarize themselves with them, and make their contracts so they can conduct their business along the lines indicated. Will you do it, or will you continue letting the other fellow fix the discounts and your customers deliver water, dirt, etc., in lieu of corn?

Promulgated and recommended by:

E. M. Wayne, President Grain Dealers' National Association.

Lee G. Metcalf, President Illinois Grain Dealers' Association.

I. L. Patton, President Western Grain Dealers' Association.

Chas. A. Ashbaugh, President Indiana Grain Dealers' Association.

Geo. A. Wells, Secretary Western Grain Dealers' Association.

S. W. Strong, Secretary Illinois Grain Dealers' Association.

J. ... McCord, Secretary Ohio Grain Dealers' Association.

Chas. B. Riley, Secretary Indiana Grain Dealers' Association.

At Chicago, Oct. 25-26, 1911.

## THE ARGUMENTS PRO.

Accompanying the above document as it was issued in circular form to the trade throughout the corn belt, was the following argument upon its merits by Secretary C. B. Riley of the Indiana Grain Dealers' Association:—

I have read with much interest the views of the many grain dealers as published in the trade papers on the subject of "Federated Schedule A" and am pleased to see so many ready to grasp the problem and give it favorable consideration.

The Federation, being in accord with the policy of the National Association as announced at Omaha, on the subject of buying on the basis of "Flat Grades," has promulgated Schedules A and B and will be pleased to have you publish them in full, with this communication, including the recommendations, as the same now goes to the trade in circular form with such modifications as found proper to make, covering the range of 15 to 22% of moisture content and grades accordingly.

We think the objections suggested by some result from not having full information before them. For instance, some have thought the premiums and discounts provided for should be on an equal basis. The reason for this difference in the premiums and discounts is that the discounts carry the item of cost for treating grain to eliminate the excessive moisture, so as to bring it within the contract grade, while the premiums are based on the in-

trinsic and commercial value without any allowance for expense of treating.

Some dealers have thought it impracticable to buy grain from producers according to the schedules or [by] any system that means discrimination against bad corn. Their theory seems to be that "corn is corn" and that it should all be bought on an equal basis, irrespective of its quality or moisture content. This theory is so absurd that a mere statement of it is its sufficient refutation. The producer that delivers bad corn is favored by this process, while the one delivering good corn is discriminated against, since the loss that will be sustained on account of the bad corn must be anticipated and provided for in the reduced price paid for the good corn. The practice of taking everything for corn and trusting to "luck" to save the buyer has had much to do with making wide discounts possible and Schedule A a necessity.

Discontent in some localities, as well as general criticism and excessive competition in others, are directly traceable to the country grain dealers treating all corn "as corn," paying the same price for it, irrespective of its intrinsic or commercial value, thus creating the impression that the business is so extremely profitable that it will carry "any old" burden, or that the dealer has some means of evening up that is not apparent on the face of the transaction. Loss must follow such a practice, or wider margins than would be otherwise necessary or justifiable must be exacted on account of grain that will grade.

Another class of country grain dealers overlook the fact that whether or not they test their corn and grade it properly before buying or shipping, they are compelled to sell it subject to inspection. Under such conditions would it not be better for them to know at the time they contract it for sale just what discounts are to be applied, should it fail to grade according to contract and what premiums they may expect if they make an extra grade? Would it not be more safe and sane for them to sell according to a schedule that limits their discounts to just what they should be, based on actual value, and at the same time secure a premium for their corn possessing merits in excess of the contract grade; and would not this tend to induce the shipper to clean and otherwise condition the corn before shipping?

If corn fails of contract grade, someone will fix the discount. The seller cannot always be at the point where the settlement is consummated, hence he cannot have his say, at that time, as to the value; so if he doesn't provide for it in his contract of sale he can have nothing to say. Therefore, it seems fair that he should have a contract that provides for these features rather than take the chance of market conditions serving him.

Again, supply and demand are elements that will influence the selling price should seller wait until his grain is delivered before having the premiums and discounts fixed; but if the discounts and premiums are provided for in his contract, they are not longer matters of concern to him. The question of probable supply and demand should be considered and will enter into the transaction, if at all, at the time the contract is made. The buyers will be governed by their ability to use the grain on the terms proposed; and should practically all grain move to and from the markets on the basis of guaranteed discounts and premiums, the wide margins that have obtained at times will cease to be of concern to the shipper or receiver.

The recommendation of the National Association to buy on "flat grades," which makes the Schedules of discounts and premiums a necessity, will presumably influence track buyers, terminal market receivers and manufacturers to encourage the inauguration of the system as outlined, since the Association is more directly representative of such interests, by reason of its direct and dominant membership being thus associated; therefore, it would seem that it is now up to the country grain dealers and first handlers to approve and recommend the plan outlined, if the same is to be made effective.

The features of these schedules are *wholly matters for contract*. The seller can avail himself of them *only* by making the schedules a part of his contract, by reference or otherwise.

Some have questioned the practice of selling corn for future shipment, such sales frequently being made months in advance of the maturity of the crop. This practice is believed to be detrimental, not only to the country grain trade but the terminal markets as well, and both are equally responsible for the practice, since no one can sell in advance unless there are buyers on the other side of the contract; therefore, the plan outlined is not to be criticised by either the country or terminal market dealers alone for that reason.

In conclusion, I will say that many terminal market dealers have been buying and selling corn on a guaranteed discount basis for years. They agree that discounts shall not exceed certain limits should the corn fail to grade. This demonstrates the feasibility of this general plan, notwithstanding the laws of supply and demand that are frequently

referred to and believed by many to be as immutable as "the laws of the Medes and Persians," but effective only at the time of delivery. The elements of supply and demand should be anticipated and disposed of by the first contract, the salient feature of which should thereafter be reflected in each successive step and contract, resulting in final approval by the manufacturer, or consumer, who will be beneficially affected by the plan, since it requires payment for the subject of the contract only on the basis of intrinsic merit and value. The middle men are agents of the producers and consumers in the great plan of distribution, and if they do their utmost to make these schedules effective, it will conserve their interests and save them much trouble and not infrequently great loss, not only in the confidence of customers but money as well, since the element of discontent will be disposed of in the outset by the agreement and not by the exigencies of markets or market conditions that obtain when delivery is made on the contract. The premiums provided for stand out as a continuing inducement to first handlers to condition their grain before attempting to deliver it on contracts; so the element of indifference on their part will be to a great extent eliminated and grain started on its journey in a condition to assure its final delivery without loss to anyone.

So let us, shippers, receivers and consumers *uno animo* accept this proposition and make it effective, thus placing the grain business as nearly as possible on a basis of equal and exact justice to all, with relative values firmly fixed by schedules that recognize intrinsic values as a correct basis on which to move [corn] this great article of commerce and trade from the producer to the consumer.

#### OTHER OPINIONS IN FAVOR.

In accord with the editor's habit, when so important and radical an innovation in trade custom and practice is proposed, he invited from the trade, both shippers and receivers, comments on the practicability of the Schedules as a trade system, said request having been sent to a large number of firms who were considered typical and whose views might be regarded as representing trade opinion as a whole. The editor is somewhat disappointed with the number of replies; but submits the following, which were asked for "without prejudice"; that is to say, that the views of the writers would be welcomed whether believed or suspected to be in accord with the editor's or not. Those who seem to approve the Schedules say:—

FROM AN ILLINOIS SHIPPER.

The Cockley Milling Co., Lexington, Ohio, by A. B. Beverstock, says:

In reply to yours, in which you ask my opinion as to the practicability of buying and selling corn on the subdivisions of the legal grades by moisture, will say that my opinion is that this is the best system to adopt, in view of the fact that in some years the percentage of moisture is much in excess of other years, and it is not fair for the buyer to pay for more water than it is absolutely necessary to pay.

FROM AN ILLINOIS SHIPPER.

Geo. B. Cole, buyer and broker, at Bushnell, Ill., says:

Your favor, asking my opinion in regard to the practicability of buying and selling corn on subdivisions of the regular grades by moisture contents, as per Schedules A and B, adopted by the National Commission in Chicago, received. I will say that I believe the proposition offered by the committee at its meeting in Chicago is a step in the right direction. There is no question in my mind whatever that good No. 4 corn should not be discounted as strongly as corn that is practically on the line between No. 4 and sample grade. However, I do not believe that a plan which recognizes the moisture test as the sole factor in inspecting corn will be practical, as I believe that the other conditions of the corn will have to be taken into account, in order to satisfy both the purchaser and the seller. After all, as a matter of fact, it is practically impossible to make the discounting of corn mechanical, as the supply and demand will always govern.

What is wanted and that which will settle all such controversies in regard to discount, moisture test, etc., will be an equitable rule established by the inspection department of each terminal market, that will enable the country buyer to inspect his own grain according to such rules established with some assurance that his inspection will be the same as the inspection department will make it at the terminal market where he ships his grain. When such rules are established, you will not hear very much in regard to the moisture test or any other content or condition of the corn, or "discount by subdivision of the regular grades by moisture content," because then the country buyer will know what kind of corn he is buying and can handle it without loss. As it is now, about nine times

out of ten, when he thinks he is buying No. 3 corn it grades No. 4 in the market, and when he is positively certain it is No. 4 it will sometimes turn out No. 3. Or even after he gets returns on a car of corn, showing it to be No. 3 and settles with his farmer on that basis and all is lovely, he will get a wire: "Car corn tested 44 per cent moisture, 18c discount."

Still, I contend that the moisture test as a test is all right. It, like the action of the above-mentioned committee, is a step in the right direction. We are getting closer every day to the time when all markets will inspect grain under the same mechanical and simple rules, so that even the farmer who raises it will be able to tell what grade of grain he has in his bins. Let the good work continue.

FROM AN INDIANA DEALER.

Goodrich Bros. Hay and Grain Co., Winchester, Ind., by P. E. Goodrich, secretary-treasurer, say:

I have not given the Schedules A and B, as issued by the Federation of Grain Associations, that careful study that would warrant me in expressing a positive opinion in regard to their practicability. But from a causal reading of them they appear to be fair and, in my opinion, will tend to make shippers careful in both buying corn and putting it in proper condition for marketing.

The buying of "3 corn or better," or any other grade or better, is a relic of the past and should not be tolerated in any terminal market. I am of the opinion that the Schedules as promulgated are practical and should be used in all terminal markets. Such markets are well equipped with moisture testing apparatus and can make the tests with accuracy. With corn destined to the interior it is a different proposition, and unless there were some official or disinterested person at the interior destination to make the moisture test, assess the discount or add the premium, I doubt if it would meet with the endorsement of either shipper or receiver.

We presume that unless there is a change in the kind of corn we produce in this country and more care shown by the farmers in gathering and marketing it, all elevators, whether terminal or otherwise, will be compelled to install moisture testing apparatus and make careful tests of all receipts. I doubt the practicability of the above scheme for smaller receiving points under the present conditions.

FROM AN OHIO SHIPPER.

E. A. Grubbs Grain Co., Greenville, O., by E. A. Grubbs, says:

Referring to your favor in reference to buying corn on moisture content, I believe this is the only practical way for the graded markets to handle the corn. No doubt some of the country buyers will also soon begin to use the moisture test with the farmers; and when they do, you will find the farmers will bring better quality to the market.

FROM A NASHVILLE RECEIVER.

Caswell E. Rose, receiver, Nashville, Tenn., says:

The rules suggested by the Federation Schedules A and B, in my opinion, give quite fair adjustments on shipments of corn not grading as contracted, in so far as they apply to shipments during weather conditions and into territory where the cold climate would preclude the danger of heating in transit.

But where shipments are made in territory where a warmer climate endangers the shipment from heating in transit, the adjustment should necessarily be based on the condition of the corn on arrival at destination. During the germinating season a moisture content admissible for No. 3 corn is dangerous to be shipped south of the Ohio River. When once heating begins quick handling and drying is the only means of saving corn from a ruinous condition. Fermentation must be arrested and moisture removed, else the corn will be moldy and discolored and poisonous for any food except low grade hog and cattle feed.

Farmers and dealers make a serious mistake in loading corn for Southern markets containing a large per cent of moisture. It makes great trouble and heavy loss to all concerned. All these conditions should be carefully observed in the shipment of corn; and should it arrive at destination cool and sweet and in a climate where it would keep without damage until used, the Schedules suggested by the Federation of Grain Dealers' Associations impresses me as being fair to all parties concerned.

FROM AN ILLINOIS SHIPPER.

The Smith-Hippen Co. (Inc.), by J. C. Aydelott, president, say:

As a general proposition we think the Schedules of discounts and premiums as proposed by the different grain dealers' associations will be a very good guide for the ordinary run of business. We doubt, however, if they are practical, should there be at any time a large run of low-grade corn in any market under unfavorable weather conditions.

#### THE ARGUMENTS AGAINST.

Those who distinctly regard the Schedules as impracticable as a working proposition say:

[For an extended argument against the Schedules

with practical illustration based on actual market of day of writing at St. Louis, see Mr. Rutherford's article, beginning on page 313 (first page of text of this number)].

FROM AN INDIANA SHIPPER.

S. Bash & Co., Fort Wayne, Ind., by S. Bash, say:

We believe the purchase of grain on flat grades would be more satisfactory to the country and more satisfactory to the buyers. The moisture test makes it so uncertain that an ordinary buyer in the country does not know where he is. We may be in error, but that is the way it looks to us.

FROM A KENTUCKY RECEIVER.

A. Brandeis & Son, receivers and shippers, Louisville, Ky., say:

We do not believe that it is practicable to work on any hard and fast rules as to discount on the lower grades of corn; that is, to fix the differences in advance. To us it would seem just as reasonable to try to fix on hard and fast rules the prices in advance at which a crop is to move.

The question of discount must at all times be governed by market conditions. If the market is receiving a small percentage of off grades, the discounts are light, and when a large percentage of the crop is arriving in poor condition, it follows that the difference between contract corn and the lower grades widens.

We think there are, so to speak, certain laws of nature which fix these things, and you cannot for any length of time overcome the immutable laws of supply and demand as a controlling factor in price making.

Now, we notice where you say that when the price is 55 to 70c 22 per cent moisture corn would be discounted 3½c. We do not see how anybody could operate on a fixed proposition in this way, because with a car of corn arriving when the weather was soft and the dryers were behind on their work, such a car of corn could easily deteriorate 5 or 10c per bushel in the intrinsic value before the corn would be put through the dryer so as to reclaim it or put it into shipping condition.

We simply cite this instance because we are firm in our opinion that it would not under any circumstances be safe to work on the proposed basis as a fixed rule, although at times these differences prescribed might happen to be the correct ones.

We could go further into the subject, but the whole idea seems to us so impracticable that it is really not worth, we think, taking up your time and space with our views.

FROM AN INDIANA SHIPPER.

The Crabb Reynolds Taylor Co., Crawfordsville, Ind., by A. E. Reynolds, president, say:

We have your favor asking our opinion of the proposition of corn discounts and premiums, advanced by the Federation of Grain Dealers' Associations.

We are not in sympathy with this movement. We believe it to be wholly impractical to buy corn from farmers on the moisture test. We think it impractical for the shippers to try to force various markets into the adoption of specified discounts based on moisture tests.

We think discounts should be based on moisture tests but that each exchange must fix its own schedule.

We do, however, heartily recommend that part of the movement which refers to flat bids for designated grades; that is, we favor bidding for the specified grades without using the words "or better."

FROM A NEW YORK RECEIVER.

Cushing & Brandt, receivers and exporters, New York City, say:

In regard to the practicability of buying corn on moisture test in accordance with Federation Schedules A and B, we are decidedly of the opinion that it would not be practicable to buy corn in this way, which was destined for New York City. The only way that corn so bought could be handled to advantage would be to preserve its identity and sell each and every car on its merits by sample. That we could not do here, owing to lack of both elevator room and track room; neither do we believe that it could be done to advantage in any terminal market. When the receipts are in any volume, the only way we can do is to bulk them on the grade. While intrinsically corn testing 17 per cent is worth more than that testing 19 per cent, both go in the same grade and any premium paid for the 17 per cent would be lost. If the moisture content were low enough to bring the corn into No. 2, then it would have an increased value, but within the range allowed for No. 3, as a practical question, there is no difference in value between the top and the bottom, as it is all merged in one grade and its identity lost.

In regard to the discounts for corn testing above 19½ per cent, we believe that the discounts allowed in the schedule are larger than the average difference between No. 3 and No. 4. In the country trade, while the buyer would be very glad to get the discounts, it would be almost impossible to collect the premium.

We see in this proposition no end of trouble and

dispute without any benefit to either side. Theoretically it may be correct, but it is not practicable. If the range of moisture content in the grades, as they now are, is too wide, the practical thing to do is to narrow them up by the creation of new grades.

## FROM A BALTIMORE RECEIVER.

Chas. England & Co., receivers, shippers and exporters, Baltimore, Md., by Chas. England, say:

Acknowledging receipt of your favor and in compliance with request therein, I beg to say in regard to the general proposition, "can a schedule of fixed discounts on corn be adopted based on 'actual merits,' as proposed by the Federation of Grain Dealers' Associations?" that the suggestion appears to me to be theoretical, because an arbitrary discount between the grades is not practicable in application to an article so fluctuating in value as corn.

In all affairs the survival of the fittest and supply and demand are absolutely dominating factors. By the former, merchandise of a desirable class or quality will always command a price according to its intrinsic value, and the poorer quality of the same article must fall to a price level commensurate with the uses to which it can be applied. Supply and demand for either the better or the poorer quality of an article will enhance or depreciate the value of one or both but never equally, for the reason that demand or supply is not likely to bear the same relation to each.

During the Civil War the value of a gold dollar reached \$2.54, and although greenbacks, by National enactment, were made a legal tender for all purposes, their purchasing power was erratic. While the gold dollar was said to have reached \$2.54, its intrinsic value really remained unchanged, because of its world's position, while, as a matter of fact, the relative value of the greenback as a purchasing medium declined to approximately 40 cts. More recently an attempt has been made to arbitrarily fix a standard of value between gold and silver money, but without success; and what is true in this respect of the more valuable metals is absolutely true in regard to so staple an article as grain; and unnatural conditions cannot be maintained, either by legislation or agreement, any more in one case than in the other.

Should the proposed Schedule of fixed discounts be adopted, the result would in all probability be contrary to that desired. Under such an arrangement it would be impossible for a buyer of grain to foresee or reliably estimate the amount of high-moisture grain he might be required to accept on his purchases or the actual or relative value of damp grain at the time delivered to him. Consequently, in making bids under such an arrangement, it would be necessary for the trade to take into consideration all contingencies; and the selling value of grain would adjust itself in relation to conditions of the season and how much grain of high moisture content the contract price might carry with it at a fixed difference. This would practically mean that the buyer would decide what he could properly afford to pay for grain of high-moisture content and add to that the fixed difference on low-moisture grain and make his bid accordingly; therefore, instead of discounting the lower grades, they would be used as a basis on which to fix a premium on the higher qualities; and this situation is analogous to the position once existing between gold coin and greenback currency.

Generally speaking, the ultimate purchaser of grain is the one who will receive most benefit by fixed moisture requirements. This is ordinarily the foreign buyer, and when the effect reaches back to the American producer, it will be found contrary to his interest. And if the farmer is properly considered, it will be to aid him with every means and appliance to produce less inferior grain; then as the relative amount of off-grade stuff decreases, discounts will naturally narrow. It is not possible to legislate value into any article; and to endeavor to fix a relative value on high-moisture content grain is not a wise business proposition or one which will prove satisfactory to any interest, because natural laws must always prevail.

## FROM A CINCINNATI RECEIVER.

The Gale Bros. Co., receivers and forwarders, Cincinnati, by A. C. G., says:

Replying to your favor regarding the application of corn of the various moisture tests, will say that people who have small driers cannot afford to dry corn as cheaply as those who have large driers. Then, again, we find, after drying this corn, that the rotten corn shows up poorly. We find lots of this corn which, while in its damp condition, is good enough to grade No. 4, on account of the rotten corn showing up so permanently after it is dried, will only grade sample. The only way this corn can be handled, we think, is upon its actual value after being dried.

## FROM AN OHIO SHIPPER.

H. S. Grimes, receiver and shipper, Portsmouth, Ohio, says:

Replying to your esteemed favor, relative to the practicability of buying and selling corn on the subdivisions of regular grades by moisture content, I am very much opposed to buying and selling corn

by moisture test, on the principle that the fewer difficulties that we surround the inspection department with, in order to give us a graded product, the more accuracy we will be able to get from this department.

Then, again, while there is supposed to be but one manner of testing corn,—and I presume, if it is tested right, that the test will be the same at all points where moisture test may be used,—I say that it is practically an impossibility to do so. The different mannerisms on the part of the different ones who use the moisture test cause me to make this statement.

I believe that we have inspectors who can examine a carload of corn without using the moisture test at all, and grade this corn as it should be graded; and I further believe that many of these inspectors can do it in the manner mentioned above more satisfactorily to themselves and more satisfactorily to the trade than in using the moisture test.

## FROM A HENDERSON RECEIVER.

The Henderson Elevator Company, receivers and shippers, Henderson, Ky., by C. M. Bullitt, president, says:

Referring to your letter asking for our views as to the practicability of the Federation Schedules in regard to discounts and premiums on corn, we beg to say that we do not think it is practicable as a working proposition. It totally disregards the law of supply and demand, which every one knows must and should fix values. Take a year like this promises to be, with an abnormal supply of No. 4 and sample corn, and a great scarcity of No. 3 and No. 2 corn, there will naturally be an over supply of the low grades and just as naturally the market value between the different grades will widen according to the supply and the demand.

The purchaser in the East and the purchaser in the South, who buy grain to supply the consuming trade, must have corn that will keep a reasonable time under reasonable conditions, and if it requires a good grade of No. 3 or No. 2 corn to supply his wants, the dealer cannot ship him a car of No. 4 corn or sample corn and expect him to take it at the trade discounts as shown in the proposed schedule.

All shippers into the terminal markets, when they have had corn grade off and have been compelled to stand the cost of passing it through the drier, know that they have suffered severe discounts, and perhaps in some cases unjustly. We, ourselves, have shipped a good deal of corn on "No. 3 or better" contracts which graded No. 4 on account of excessive moisture, containing all the way from 19 per cent to 22 per cent, and have thought, and still think, that in the drying of this corn we were asked to stand more than our share of the burden, simply because we felt that the corn was dried down below a No. 3 moisture test, and, in fact, was to all intents and purposes dried to No. 2 corn, which, of course, was beyond our contract grade. This same condition exists at all the terminal markets; and we feel that some adjustment between the shipper and the receiver in this respect should be made.

But, taking the proposed Schedule "A," we can see that it is of itself unjust to the receiver. Schedule "A" discount for 20 per cent moisture corn value 55c to 70c is 1 1/2c. Now let us apply, not the actual shrinkages in drying, which are in excess of the theoretical values as proposed by Mr. Duvet, but apply the theoretical shrinkages and see the result:

On Dec. 2nd New Orleans bid 60c at 17c rate points in Illinois for No. 3 or better corn; assuming the New Orleans buyer purchases

56,000 lbs. corn @ 60c cost.....\$600.00

Freight to New Orleans 17c.....95.00

Corn arrives, grades No. 4 on account contain-

ing 20 per cent moisture and is sent to drier and reduced 1 per cent to 19 per cent corn.

The cost of drying @ 1c per bu.....10.00

Total cost.....\$705.00

Now, according to tables published by the Government, we have 1/2 per cent invisible waste and 1 per cent decrease in moisture and should obtain 981.5 bushels of 19 per cent corn, which cost as above

\$705.20 or .....71.83c per bushel

Purchase price .....60.00c

Freight per bu. 9.52c.....69.52c

2.31c loss per bushel or \$23.10 per thousand bushels; whereas Schedule "A" proposes to make the discount 1 1/2c or \$15. This clearly shows a LOSS TO THE PURCHASER of \$8.31, which in most cases is more than the profit he originally expected to make.

This shows that per se "Schedule A" is not fair to the buyer even in theory, and in practice we know the loss is greater than the theoretical figures show.

## FROM A NASHVILLE RECEIVER.

Chas. D. Jones & Co., receivers, Nashville, Tenn., by Chas. D. Jones, say:

Your letter received; and I will gladly give you my individual ideas as regard the changing of the

system of bidding for flat grades instead of "No. 3 or better"; also regarding the Schedule of discounts as proposed by the Federation of Grain Dealers' Associations.

Taking up the two subjects separately, I will consider first the matter of bids for "No. 3 or better":

The first thing to take into consideration is that this proposition is agitated on account of the benefits that we suppose will accrue to country shippers who are shipping their grain to graded markets.

First, let us consider whether there will in reality be a benefit without extending the change into new territory involving common law.

The practice now is to bid for No. 3 or better white oats, for instance, which gives the shipper the chance of completing his contract with either one of two grades. In the event you change this and make the bid for No. 2 white oats and that bid is higher than the bid for No. 3 white oats, as it naturally would be, the shipper having oats on hand which in his judgment were No. 2 white, would naturally wish to accept the higher bid which calls for the No. 2 white grade. He does this, and thereby binds himself by a legal contract calling for a specific grade; and under the law, if that shipment should fail to grade contract, the buyer could not be legally forced to accept it, and in many instances it would not be accepted in the event the markets should be lower at the time the shipment reaches destination, which, of course, would mean that the shipper would have to dispose of his car at the market and accept the decline.

Of course, I know it is customary with most receivers to apply lower grades, when of merchantable quality, on contract at the market difference, but this is a trade custom and not a legal requirement, and there are a great many dealers who will not apply such shipments on a contract. Personally, I have never refused to apply a lower grade on a contract at the market difference, regardless of market fluctuations; and I wish it were possible for every exchange and organization in the country to require this of all its members, yet, as you probably know, there is no such requirement, for such a rule would come in direct contrast with the common law. The result of this is that country shippers, with a natural tendency to always expect the highest grade because of the highest price, would more frequently suffer discounts and rejections than they do under the present system; and in the long run I doubt seriously whether it would benefit such shippers, for the simple reason that bids are generally based on what the receiver expects to get.

I make this statement from my own personal experience. In other words, for instance, in bidding in Illinois for No. 3 or better white oats, I have always bid with the expectation of getting either a No. 2 white or very high grade No. 3 white; and it is a very rare thing that one of my bids goes into that section for oats where the bid is not higher, often by one cent per bushel, than the price at which I could actually buy official No. 3 white oats. So the Illinois shipper in that instance is really getting a bid based on the quality of the oats that he is supposed to have on hand.

If this change of bidding can be brought about, it will personally please me, for undoubtedly it would enable me to bid more intelligently for No. 2 white oats and save me the necessity of often receiving a lower grade No. 3 white than was contemplated at the time the bid was made.

Taking up the matter of discount on corn, I don't believe that it would be possible to establish regular market differences for lower grades to apply continuously, for the simple reason that the question of supply and demand will so regulate these matters that no fixed basis would be possible.

Take, for instance, a year when the quality of corn was generally good; you would find that the discounts would probably not be as great as those proposed. On the other hand, take a year of very poor quality of corn, when the markets would be glutted with low grades, there isn't a man in the world who could afford to accept such a large proportion of his purchases in low grades, for he would be unable to find demands to take off his hands this low grade stock at that difference.

You cannot legislate a price, and that is what this Schedule would be, in effect. Another thing; you could not possibly make a schedule of discounts that would apply nationally, for the simple reason that the conditions in one market may be so very different from those existing in another. Chicago, with her drying facilities, would naturally be in much better position to take care of a large run of damp corn than would be St. Louis, a market with small facilities for drying. On the other hand, Peoria, on account of her distillery demand, can afford to use damp corn at a very much smaller discount than could any Southern market, which at some seasons of the year can ill afford to handle it at any reasonable discount. Damp corn is a commodity that country shippers should be careful in buying, and they should always discount the farmer the same as it is being discounted in said shipper's best receiving market at the time the purchase is made.

In theory this proposition sounds plausible and

would certainly be of great benefit to country shippers, and, if possible, I would be glad to see it brought about; at the same time, I firmly believe that it is not feasible for the reasons given.

## FROM THE PEORIA MARKET.

T. J. Pursley, president of the Peoria Board of Trade, says:

We have your letter enclosing a circular about discounts and premiums on different grades of new corn, also in regard to making bids on No. 3 corn or better, etc.

As president of the Peoria Board of Trade, I do not find any sentiment among our members which leads me to think that our Board will take any action on this matter. I believe it to be a fact, that if you will look into the sentiment generally of the trade in this state and neighboring states, who do business with the Peoria grain dealers, in the way of consignments or selling their grain subject to Peoria inspection and weights, you will find the sentiment almost universally in favor of our present methods here.

The endeavor is made every year, when a new crop of corn is handled, in the first place, to see that it is inspected properly and to give the shipper in the country the benefit of every possible method as to the original grading of the corn, so that when it is finally inspected and the grade determined, it will be the proper grade for the grain. I do not hesitate to say that the results will show that these statements are absolutely correct, and, as a consequence, we find no complaints worth mentioning from the country as to the grading of the corn here or as to discounts.

The discounts are frequently closer than at Chicago. One reason for this is the fact that there is a very large local industrial demand here which will take the lower grades of corn, which they frequently take at a much less discount, as regards No. 2 and No. 3 corn, than is made in Chicago.

Another thing I notice, which is very conspicuous at this time, is the fact that a large part of the arrivals of corn here grade No. 3 and No. 3 yellow; a moderate proportion grades No. 4, and very little sample corn; while in Chicago, on the very same days, a large quantity grades sample, a very large quantity No. 4, and very little No. 3.

Now, under these circumstances, why should we ask any association to compile rules for us as to the difference between No. 3 and No. 4 corn, based on moisture test? When Peoria arrives at the place where our grading is said to be unfair in any way by the majority of the country shippers, or the difference on account of the moisture test, is said to be extreme, then it will be time for us to consider these matters.

In regard to one of the proposals made in the Schedules you send us, as to allowing a premium on corn testing within the limits of the different grades, we think anything of that kind would be utterly impracticable and unreasonable to ask of the buyer, and would complicate business to such an extent that it would be extremely unsatisfactory for all concerned, making a variety of prices on the same grade of corn and leading to endless disputes and complications.

To this statement of the views of the Peoria trade in general, T. A. Grier & Co., kindly add the following:

The writer has just read the letter written you today by Mr. Pursley, president of our Board, which fully reflects our views, but we did not suppose Mr. Pursley wrote the letter for publication. We have no quarrel with Chicago or any other grain market. We are merely trying to treat the grain trade squarely and live strictly up to the rules of the Peoria Board of Trade, an organization of some forty-five years' standing. We are proud of our organization and proud of the reputation of this market, and we believe the sentiment in the country among country dealers is that they get an absolutely square deal in Peoria.

## FROM A CINCINNATI RECEIVER.

The Richter Grain Co. receivers, Cincinnati, Ohio, by its president, says:

The matter of fixing discounts would be all right if there were no other consideration to be given in grading except the moisture test. There are so many other conditions, in the way of dirt, cob rotten grains, blue hearts, etc., that it would make it practically impossible for the market men to work under the schedule outlined. We feel, however, that something should be done to protect the country shipper against exorbitant discounts.

## FROM AN ILLINOIS SHIPPER.

E. R. Ulrich & Sons, shippers, Springfield, Ill., say:

We are not in favor of the moisture test. It is only a subterfuge to give more excuse to buy on low grades and run through an elevator and sell for one or two grades better. Philadelphia has not adopted it, and we have always found Philadelphia one of the fairest markets in the U. S. on grades. We are opposed to its adoption. The National is run by commission men.

[By Permission.]

## DON'T GET PANICKY.

BY HARRY L. FREEMAN.\*

During the next ten years, you of the younger generation will have to contend with many matters of vital importance—matters which will determine the very existence of our exchange.

First. Maintaining Chicago's supremacy against all competitors as the leading grain and provision market of the world.

Second. Eternal vigilance in the matter of legislation by the Board to safeguard the buyer and seller alike.

Third. The question of soliciting legitimate business speculation by methods that are neither of the wild cat type nor the deadly conservative.

Fourth. The building of a new exchange building to be owned by the Board of Trade. An edifice up to the minute in detail, that will be commensurate with the dignity and importance of the institution, and a monument to the current administration.

Finally, and as a result of all this, the enhancement of the value of membership from \$2,500 to \$25,000 by other than boot-strap methods.

At the present time a safe and sane policy of conservatism is being administered to us, due, no doubt, to the fear of the Government legislation.

During the recent past the Board has been rather conspicuously in the spotlight. We are not quite sure what it was all about, but apparently the newspapers needed copy and as usual we were "the goat." We are told with bated breath that there are several bills pending in Congress today, antagonistic to the Board. Gentlemen, I confess I am not an alarmist along these lines. It seems to me that during my lifetime around the Board, there has been some such bill in Congress every day for twenty years, and we are still doing business at the same old stand. It is very like the old Irishman, who used to beat his wife at 11 o'clock every morning, "not because he hated her but just to show his authority." Now, gentlemen, I don't believe Uncle Sam hates our "old gray ruin" down on La Salle Street.

It is and has been and always will be the policy of the exchange to conduct its affairs absolutely within the moral as well as technical lines of legitimate business procedure. In so doing, and with a clear conscience, we need not cringe nor fear. We don't defy anybody or anything, but we do refuse to pose as the naughty child because we are not naughty. We also refuse to wallow in the trough of innocuous desuetude because "we need the money." Conservatism seems to be the keynote of our present administration, and conservatism is greatly to be recommended. Conservatism means prudence and discretion. It does not mean needless fear. Let us, therefore, be discreet and conservative, but let us not get into the panic habit lest a chance-taking world taunts us with having "cold feet."

We who have lived a short lifetime within the walls of the exchange love the thrill and excitement from the clang of the opening bell to the benediction of the close. It is a "blue chip" game, wherein a nod or gesture means as much to us as the sacred laws meant to the Medes and Persians.

I must apologize, gentlemen, for talking shop at such a time as this, but I think you are all with me in the feeling that to be a member of the Chicago Board of Trade should carry with it a certain amount of pride and standing. We are one and all with the board of directors, heart and soul, in their efforts to keep clean the skirts of our exchange. Then when we are satisfied with our position, let us stand pat on the rules and regulations and go after business.

The farmers at Hamiota, Man., complain that "the government elevator commission, although having purchased four elevators here, is only operating three, thus reducing the storage capacity

by 25,000 bushels. Independent buying is practically eliminated, the Ogilvie and Western Canada Flour Companies being the only buyers. The government elevators are being operated by an experienced man and are providing the special bin privileges demanded by the farmers; but there being no buying in connection with such elevators, the market for the small farmer is practically destroyed."

[For the American Elevator and Grain Trade.]

## A WAY BY WHICH GRAIN MEN CAN HELP FARMERS.

BY L. C. BREED.

The average grain dealer, as a general thing, comes into close contact with farmers. He either buys grain of the farmers or sells it to them. The grain dealer is a business man, and, as a rule, the farmer is not familiar with mercantile methods. Every alert business man would endorse the idea that if he can do anything to promote the welfare of his customers it is worth his while to do so, since in the end he is also benefiting himself.

This is the season of the year when the custom of distributing calendars and other novelties as advertising mediums obtains with many concerns. It has occurred to the writer that it would be a good idea for grain men who wish to furnish their customers with a souvenir or token of good will, to procure some blank account books, on the cover of which their firm name should be given, with the words "compliments of" duly prefixed.

The average farmer is rather slack concerning keeping his accounts, and while doubtless there are not many who chalk their memoranda on the barn door, still it is quite the habit with some farmers to use any piece of paper which comes handy for making a record of their transactions. Furthermore, the average farmer does not know, except in a general way, what kind of produce it is most profitable to raise.

It would seem to be a good plan to place in the blank book referred to a circular in which it is suggested that those farmers who are not already doing so, should keep an account of the receipts and expenditures in connection with raising a crop of grain or of other farm produce, and also of their dairy and milk products. They might do well to furnish in the circular an outline of the method to apply to enable the farmer to obtain at least a rough idea of the financial results of any one department of his farming operations. In case of a dairy, for example, to charge this account with the grain and feed fed each day to the stock, and whatever items of expense and incidentals might properly belong to that department. On the other side, to credit the account with the receipts for the products. At any given time the farmer's profit is ascertained by deducting the expense from the receipts, and adding to that sum the value of any of the products on hand. Some farmers also include the value of the manure as an asset to be utilized for fertilizing purposes.

The preparation of this article was suggested through the application to the writer for information along these lines by a young man who had secured the position of manager of a large dairy farm; and it will doubtless serve a good purpose if it shall lead to some interest being taken by grain men to aid their farmer customers with suggestions which their business experience enables them to give.

As a remedy for shortages in out-turn of grain from vessels, President Livingstone of the Lake Carriers' Association says that if he "were in a position to act authoritatively he would require every vessel loaded at Fort William to receive from the shipper a guaranteed bill of lading. Then he says it would be up to the shipper to make good if the cargo was found short upon weight at Buffalo. From no other port does the shortage exceed one-half bushel in a thousand, and this shortage is said to be legitimate, as it is due to the loss of chaff. The scales at Buffalo have been tested to discover if the mistake is being made there, but were found true."

\*Extract from an address by the author before the Board of Trade Club of recent date, the members of which are the "next generation" of members of the Board.

[Specially Reported.]

## MANAGERS' DISTRICT CONVENTION.

BY J. R. M.

About 150 managers of farmers' co-operative elevator companies from Nebraska, Iowa, South Dakota and Kansas, organized as the National Association of Managers of Farmers' Co-operative Companies, held their first district convention of the Omaha territory in Omaha on November 20 and 21.

George W. Schroder of Remsen, Ia., president of the National Association called the meeting to order. He referred to the organization of the Association in Chicago last April and said:

"The nature of this Association is to provide a school of instruction, where managers can get together in these district meetings and talk over their problems. The work of the manager of a co-operative elevator is different from that of the man who buys for a line elevator. He must not only know the buying end, but he must be experienced in the selling end of the business. We also want to meet the terminal elevator men and commission men and study the markets and the practice of the exchanges in the market centers."

He introduced Mayor Dahlman of Omaha, who delivered the address of welcome. He said he did not know much about the elevator business, but he did realize that the grain trade is one of the big factors in building up a great city.

The response was made by J. F. Flemming.

"Less than eight years ago," he said, "there were not 200 farmers' cooperative elevator companies. Now there are more than 2,000, with over 200,000 prosperous, progressive farmers stockholders in them. Fifteen years ago all the grain was handled by line house and regular elevator men. By state associations and inside agreements they could pay what they chose and the farmer received from 5 to 15 cents a bushel less than the actual value of his grain. This has been changed by the organization of cooperative companies and now the farmer is getting every cent that his grain is worth."

## PRORATING BACK MORE THAN THE MARGIN.

He was followed by Cuthbert Vincent, manager of the Farmers' Grain Company of Omaha, who read the following paper on "The feasibility of prorating back two and a half cents a bushel on grain hauled by stockholders, out of the net earnings of a co-operative company, in spite of the fact that the grain is bought and sold on a two cent margin":

In the commencement, let me assure you that I am not a juggler nor a sleight-of-hand performer, neither does speculation enter in the most remote degree into the performance of this seemingly acrobatic feat. It is accomplished by the application of co-operative principles, and can rarely if ever be done by any other means.

I will be frank with you in this talk, and admit that a dividend equal to 3c a bushel cannot always be paid while doing business on a 2c margin. You will remember the partisan Republican who would not charge that all Democrats were horse thieves, yet he maintained that all horse thieves were Democrats. In something the same way, I am maintaining that, while we cannot always pay back in dividends to stockholders a sum that is greater than was taken from them in margins on their business, yet when we do pay such a dividend, it is done, and must be done, by the practice of co-operative ideas and principles. The reason that this is true is because co-operative practices command a degree of devotion to the business and loyalty to the plant that cannot be commanded in any other way.

In order that the discussion may not be in such general terms as to lack clearness, let us define what "co-operation" is and apply the definition to a particular case by way of demonstration. Let it be understood that the farmers of two adjacent towns, "A" and "B," form elevator companies, each with \$6,000 capital (or any other sum). At the town of "A" the stock is placed without special limitation of amount each person may hold, and no special provision is made for the distribution of the earnings. At "B" the stock is closely limited regarding the amount each person may hold. A special by-law covers the method of distributing the earnings, so that stockholders are guaranteed a share in the profits in proportion to the business done with each company. The company at "B" is "co-operative," while the company at "A" is nothing more nor less than a private corporation organized to make a profit on the money invested, and the word "co-operative," used in its name or business title, cannot make it a "co-operative" concern in any proper use of that term.

I have in mind a concern that had invested \$5,200.

At the end of a prosperous year, with a large crop to be moved, there was found a profit of nearly \$3,000 net, or nearly 60 per cent of the capital invested. One stockholder resided in California, another in Colorado—both farmers who had moved away. One was a town merchant and one was a town banker, neither of whom furnished any of the business. A dividend of 55 per cent was possible and doubtless would have been very agreeable to the non-residents and the resident stockholders who had contributed nothing to the profit fund. But how about the men who furnished the business that produced the profits?

In this case the concern had paid its operating expenses and about \$3,000 more. There had been taken from the farming community about \$3,000 more than was necessary to do business at cost to the owners. Since "co-operation" involves the transaction of business in such a manner that all parties concerned shall share equitably in the results, it becomes necessary to distribute the excessive profits that may sometimes be accumulated in such manner as to leave these excessive earnings where they would have been if they had never been gathered—to redistribute, so far as is practicable, the surplus of excessive profits so as to give each person that sum which had been taken from him beyond the needs of the business. The actual distribution in the above case was as follows: All stockholders—producers and non-producers alike—were paid 12 per cent on their investment. This consumed a little over \$600, leaving nearly \$2,400 that had been gathered by the business in *excess* of its needs, including the liberal stock dividend, or interest, or 12 per cent.

The distribution of this *excessive* \$2,400 involves the essence of "co-operation" or the absence of it. If it is distributed as a flat percentage on the stock of the company, it is not "co-operative." If it is refunded back to the stockholders *in proportion* as they paid it in, the company is "co-operative"; and it is because the stockholders know that excess profits will be paid back in proportion as they have been taken from them—it is this knowledge that keeps the stockholders always loyal, always "boosting," always giving to the company their own business and using their influence to bring to it all the business of their friends who are not stockholders.

In the town above referred to there were three elevators; but the farmers were organized on a "co-operative" basis, each owning one share, value \$100, and they knew that if the results on dividend day should show excessive profits, those excessive profits would be re-paid to them, so that the question of price became a matter of comparatively little importance. Six stockholders drew more than \$100, and one drew more than \$200. They were conscious all the time that their own plant was giving to them "all the market would stand," and they were satisfied with that.

It would be unfair to carry the inference from the discussion that an average of 50 per cent could always be earned by co-operators. The volume of earnings depends in some measure on the volume of business, and in bad crop years, or under conditions involving unusual losses, excessive profits are not found in the treasuries of co-operative companies. It is only when crops are large and when losses are few and the business has been economically run—it is only then that excessive profits are accumulated; but at these times their distribution is a question of absorbing interest to members, and the manner of this distribution determines the attitude of the stockholders toward the company and its business throughout the entire year. In short, genuine "co-operators" are always "boosters," and "boosting" has a tendency to attract to the treasury profits from the business of outsiders that would be lost without the moral support and "boosting" of members. Therefore, the success of a farmers' elevator company frequently depends on the cordial support of its own members, and the support of the members will be determined by their confidence in always receiving a square deal, and they all agree that distribution of the surplus earnings on a "co-operative" basis is the giving of the "square deal."

N. B.: In the particular case mentioned, the stockholders furnished 40 per cent of the business, so that the profit of 60 per cent was distributed among the sellers of 40 per cent, but it was the loyalty of the members and their constant "boosting" that brought the large business from non-members, and it was the co-operative distribution of our dividend that produced the disposition to "boost" and to always stand loyal to the company.

This paper precipitated a lively discussion, which took up the remainder of the forenoon session; and in it F. E. Pope of St. Paul, Neb., took sharp issue with Mr. Vincent. His attitude was that a true co-operative company should be so managed that there would be no profit and no loss at the end of a season, that whatever profits there were should be "paid at the wagon box." "It is not fair," he said, "to return to the man who ships 3,000 bushels of grain a greater surplus amount than the man

who ships 500 bushels gets, and then, when there is a loss the next year, to charge each the same assessment to make up that loss."

There were half a dozen managers on their feet at once to protest that a good manager cannot help making money for his company, even though he buys on a narrow margin, if he watches market conditions carefully.

Mr. Vincent said that Mr. Pope's contention would be sound, if all farmers of a community could be brought into the co-operative company. He said: "You've got to make the man who won't come in but sells you grain help pay the expense of operating the dump and carrying on the business. Your idea puts a premium on the man who is mean and selfish and is willing to shift the burden to your shoulders."

W. E. Messerole said that an attempt to do business on an even basis meant to incur losses; and he wanted to know how these losses were going to be borne. He said that his experience was that the farmer who kicks for the top price is the one who balks most on paying his share of a loss.

President Schroder said that he had bought on a one-cent margin and had still been able to make money.

Manager Ray of Colo. Ia., said he had bought on a cent-and-a-half margin and had made 20 per cent profit. He said he had done it by holding his grain when the market was going up.

He was accused of speculating; but Manager Hubbard of Juniata, Neb., said there wasn't such a thing as being a grain dealer and not speculating to some extent. He said that his company had sought to do business on an even basis for five years and had not paid any dividends. Then they began to buy their grain on margin and paid a 10 per cent stock dividend and repaid a one-and-a-half cent dividend on the wheat bought and a one-cent dividend on the corn. Before that time no outsiders could be induced to come into the company. As soon as dividends were paid they sold twenty shares of stock to outsiders.

One manager said his company had been successfully conducted by leaving a small surplus in the treasury each year to take care of possible losses the next year.

## NEBRASKA CO-OPERATIVE LAW.

Senate File 88, passed by the last Nebraska legislature, came into the discussion. This provides for the organization of co-operative corporations, and permits the distribution of earnings on the basis of the amount of business done by the stockholder rather than the number of shares of stock held by him.

It was suggested that there is a flaw in this law, in that it provides a manner for the distribution of earnings, but no method for distributing the losses. Mr. Vincent said that the law was drafted upon advice from Judge Sullivan, former chief justice of the Nebraska supreme bench, and Judge Allen, formerly of the Kansas supreme bench. The law, he said, gives much greater powers than the ordinary corporation laws, in that it permits a corporation even to say who may hold its shares of stock and who may not.

## MONDAY AFTERNOON.

"The South Omaha Live Stock Exchange" was the topic of an address by A. F. Stryker, secretary of the Exchange, who opened the afternoon session of the first day. "In the early days public markets were very few and of but little advantage to the farmer," he said. "He brought his stock to the market and usually had to wait a week or more for his money. Sometimes he received the money his stock brought him and a greater part of the time he was beaten out of a good share of it or lost on his stock. Now he receives full value for his stock and is never beaten out of a cent by the commission men. He receives his money for his products the same day they are sold on the market, due to the excellent facilities of the present stock market and the honest basis on which it is run."

"In the local market here during the last twenty years no sniffer has lost a single dollar through the crookedness of the commission men. This same



MEMBERS OF THE DISTRICT MANAGERS' ASSOCIATION ASSEMBLED AT OMAHA, NEBR.

In Front Row—(1) G. W. Schroder, Remsen, Ia., president; (2) Iver S. Henjum, Hartford, S. D., secretary; (3) E. J. Oyan of Baltic, S. D.; (4) E. C. Bergfield of George, Ia.; (5) W. B. Essick of Manley, Nebr., directors.

condition can be found on any stock market in the country and also on any grain market. In these two markets a man's word is as good as gold. I think we should feel proud that these conditions prevail in the business in which we are engaged."

#### OMAHA WEIGHING SYSTEM.

George B. Powell, chief inspector and weighmaster of the Omaha Grain Exchange, spoke on "Terminal weighing facilities and methods for the prevention of loss of grain while in transit and the system of tracing private seal records." He said:

When I heard that your organization had decided on Omaha (which Mr. Hemming of the City Engineering Department described as the "Diamond Stick Pin on the Bosom of the West"), I was so enthused that I was willing to promise anything to have the decision final; and the next thing I was notified that I had been selected to explain why our weights at Omaha did not always agree with yours and to go into detail as to our methods here in examining the physical condition of cars and the actual weighing of the grain.

I am still anxious to do my part in making this meeting a success. In behalf of the members of our Exchange, I extend you a very hearty welcome. Your organization controls business in stock and grain to the extent that you represent a very large part of that "Diamond on the Bosom of Omaha" which reflects so strongly in the West.

The subject given me is not very easy to speak from. The problem of weights has been a live topic for discussion for many years in the grain and stock business, and seems to enter into the profit and loss part of your books at all times. I think, in looking back on my time, that I can see the atmosphere clearing, that the light of right is clearer now than twenty years ago. In those days many of the loading stations were without scales in their elevators and consequently relied entirely on the terminal weight. Time has improved the facilities at country stations and a great many now have accurate hopper scales. Then, again, in the gradual improvement of the world in general, boards of trade and exchanges have been established and good will, together with competition, have necessitated placing safeguards around the weighing of grain, to the extent that more confidence and a better feeling exist.

But even with this constant watch which is exercised over the accuracy of scales, the direct problem of a weight holding out from one point to another is just as dark now as it was years ago. We have very careful supervision of our scales, and still we are confronted with cars not holding out within a reasonable amount when we load and ship to other markets.

During the past year a general checking plan was suggested and carried out between terminal markets. Cars were specially coopered and a double check taken of the weights. This special report followed the cars to another point and a similar examination was made there. The scheme did not prove very much. We found the shortages running from small amounts to excessive shortages. This was the case not alone at Omaha, but at all the terminal markets. Cars having the least shortages would often show physical examinations with

defects at many places, while those with large differences would not disclose any physical defects.

At an annual dinner given by H. A. Foss, Board of Trade Weighmaster at Chicago, to his department, a paper was read by Assistant Weighmaster Schuyler. I find in this paper a list of reasons for shortages. I have never attempted to compile the many reasons which my experience has taught, and as the list seems nearly complete, I would like to read it, as possibly some members here have not had an opportunity to see this paper. [The speaker then read the list that appears on pp. 271 and 272 of the "American Elevator and Grain Trade," November number; and then continued:]

In addition to these reasons I know of one of importance which has been overlooked. In the manner of sealing cars, many stations are using what is called the station seal, always the same number; for instance, Seal 2215 would be used from day to day throughout the year. Shippers have told me of cars that were pilfered after being loaded and sealed. Some one would obtain one of these numbered seals and after stealing the grain would reseal with the same numbered seal. One shipper told me of a conviction made where he bought a load of his own grain. Seals of this kind are not as good as cord of a certain color, and as the price of consecutively numbered seals with the company's name embossed in them figures about one-half cent per car, I cannot see how a live, conservative company would do without them. One thousand seals cost \$4 and will last an average station over one year. Seal record is the first essential basis for investigation and for procuring a claim for shortage en route.

If a shipper has accurate weighing facilities, has a careful man to weigh the grain, will seal the car after loading, and then before closing his day's business, make a sworn affidavit to his weights and place the affidavit on file in his office, he need not worry in the least when he ships his grain to a terminal market where the railroad recognizes the board of trade weights in collecting freight charges.

With the records of the weighing department, together with his sworn affidavit made on the day of loading, the consignee will always file a claim for the shipper, and in many cases the claim will be paid almost immediately. In case of litigation, you have positive proofs and not guesswork; and it is my opinion that you can recover upon loss of grain in exactly the same manner as for the loss of shoes or other merchandise. If the railroads receipt for your weight and you know you are right, know the terminal weight is accurate, you should be paid for your loss. In all probability the loss occurred from one of the reasons before referred to.

In Omaha, we supervise the weighing of grain at fourteen elevators and mills, and in each the scales are kept in the best possible condition. Of necessity, we must know that our scales are accurate; for our outgoing grain, flour and mill feeds are sold to go throughout the South and Southeast, the largest percent going to small points where the grain is unloaded without any chance for accurate re-weighing. If our merchants were not always careful with their scales, they would be liable to do an unprofitable business.

Our Exchange employs competent tallymen to supervise the weighing and we use a ticket of our own design. The ticket which I have is a two-draft

car and is balanced by the pencil denominations of weights as against the automatic register of the actual weight. We have used this ticket for five years and know its value. Mistakes which happen in the usual run of business are discovered by comparison of the work of the man with the mechanical impression. It is absolutely impossible to make a mistake in weighing grain in the hopper, and we have found many times that the two-draft part of the ticket makes accurate entries of the small or second draft of large loads. The double check at the scales is followed by a check at the office with requests furnished by individual elevator companies. These requests are demanded by the railroad companies, and we act as the railroad's representative in checking for them the weights furnished by the elevator companies. The variances which occur through clerical errors and otherwise give great value to our ticket and the double checking system.

This whole system originated in Omaha, and we are still looking for new ideas. Within the past few months, we have perfected a system of joint inspection with the railroads of the leaking of grain and the physical condition of grain cars and grain doors. An inspector in authority for the railroad company and the grain man's inspector employed by the Omaha Grain Exchange sign in original and duplicate a report on the exact condition of the car and grain doors. Credit should be given the Union Pacific Railroad for its action in helping to perfect the joint inspection scheme. We believe that Omaha originated this joint inspection, and think it will be equally valuable to the shippers into the market and the claim departments of the railroads. The new form of report was drafted to cover a complete analysis of the physical condition of the car, and should clear up all points which have been doubtful in the past.

In order to build up a grain center, it is necessary to give fair inspection and good weights, to realize the highest comparative market values, and to reasonably and accurately figure discounts on off-grade grain between consignor and consignee. Omaha has become a great grain market by practicing equal rights in all the essential points necessary to the steady growth of a grain center. Introductions have been going on now for six years, and our business acquaintance has extended to the western coast, both from a receiving as well as a shipping viewpoint. The magnet of the Omaha market is drawing wheat and barley from irrigated states, including California; and the live wires of our market are finding an outlet back through the same current for our corn, oats and alfalfa feeds. Our natural outlet to the South and Southeast is being extended and protected. Everything being equal, preference is always given to Omaha because of the courtesy of our people and the high character of our grain.

An inquirer wanted to know Mr. Powell's idea of the relative merits of an automatic and a hopper scale. He said he thought the hopper scale much the better, if it were placed on a solid foundation, as an automatic scale is seldom inspected and frequently gets out of order.

Another inquirer wanted to know if a shipper could get a complete seal record from the Omaha

market. He said he had attempted to do so on a shipment to Chicago and failed.

Mr. Powell said that he can do so. He said also that it is possible in Chicago, but not so easy, unless one knows how to go about it.

Another wanted to know if it is good policy to seal the end doors of cars. Mr. Powell said he thought so. He said that although many cleated the end doors he had found they were as easily broken into as though simply sealed.

#### THE OMAHA EXCHANGE.

F. P. Manchester, secretary of the Omaha Grain Exchange, spoke on the protection afforded by the rules of the Exchange to the country shipper and the advantages of the Omaha market. He spoke of the purpose of the men who founded the Exchange to furnish a market nearby for the farmers and shippers of Nebraska and Western Iowa. "The rules of the Exchange," he said, "are generally misunderstood by the country shippers. They believe that we have it in for them. But the fact is that the Exchange rules are formulated to protect the country shipper just as much as our own members and sometimes even afford him more protection. If a country shipper has any grievance against a member of the Exchange he has only to appeal to the Exchange and it will see that justice is done. The shipper can force a member into arbitration of a dispute by appeal to the Exchange."

"The market here is a cash market only. We did deal in options at one time, but that has been done away with, and only the cash grain is bought and sold on the floor of the Exchange. We are established to handle grain and we want your consignments. Send us your grain and you may be assured we will treat you fairly. Our terminal charges are less than at any other market, being but 75 cents, and the interest charges on drafts are less, due to the proximity of the market to you and the fact that you can ship here sooner than to a point farther away."

One questioner related good naturally that he had sent a car of grain to the Omaha market two years ago; that it was inspected four different times, beginning as Number 2 and winding up as No Grade, and that he had paid the reinspection charge each time. He wanted to know if that was just right.

"Did you take the matter up with the Exchange?" asked Mr. Manchester.

"No," he said; "I thought I'd better take what was offered or I wouldn't get anything."

"If you had taken the matter up with the Exchange," said Manchester, "you would have received justice."

The question of interest charges was brought up and objection made to the payment of interest in cases of delayed shipments. Mr. Manchester said the delay wasn't the receiver's fault. He thought that in such cases claims might be collected from the railroads under the reciprocal demurrage law of Nebraska. One or two members announced that they had collected interest on drafts from the railroads where delayed shipments had been the cause.

#### TUESDAY MORNING—SECOND DAY.

President Schroder appointed the following as members of the resolutions committee: E. W. Hepler, Stratton, Neb., chairman; J. J. Overholzer, Alice, S. D.; E. C. Bergfield, George, Ia.; W. B. Essick, Manley, Neb.; A. C. Crowley, Stickney, S. D.; W. P. Manning, Fairview, S. D.

While waiting for the speaker to arrive, W. P. Manning asked for information concerning the long and short haul freight rate provisions. He said that it is cheaper to ship from Fairview, S. D., his home, to Sioux City than to many intermediate points. He said he had paid what he considered an overcharge of \$4.45 on a shipment from Fairview to a point between that place and Sioux City and wanted to know whether it was worth while attempting to collect it. It was stated that a Kansas case is now being prosecuted to determine the point involved.

Harry Atwood of Chicago, who was to have addressed the convention on "Business Ability," was unable to be present.

For the benefit of those shipping to the Minneapolis market Secretary Iver S. Henjum read the closing quotations of that market.

#### CONCERNING GRAIN EXCHANGES.

S. A. Dalton of Minneapolis addressed the convention on "The necessity of grain exchanges and the value of the commission merchant's services to the shipper." He said:

The backbone of this co-operative movement is the managers. It is my observation that the manager has never obtained his just dues in accordance with the magnitude of this movement. I have attended state meetings for ten years and always credit has been given to the producer—the farmer. I am awfully glad that the managers have at last seen fit to organize and get together.

I am told that many of you, if not all, are here on your own time and are paying your own expenses. Your company is not treating you fairly or squarely if it permits you to do this, when you are here learning things for the benefit of the company.

The tremendous importance of the twenty-four important grain exchanges of the country may be realized when it is understood that they are handling annually the five or six billion bushels of grain produced in this country, representing a value of about two and a half billions of dollars. The exchanges are made up of buyers and sellers of grain, the sellers being the commission merchants, representing you, and the buyers the flour mills, mixing elevators, cereal mills, maltsters, etc. It was figured out early that this tremendous business could be most economically handled through exchanges and this idea has been found correct. In furtherance of market facilities great sums of money have been spent in perfecting systems of inspection, weighing, etc.

It seems to me that, so far as looking after your interests is concerned, the system is about as near perfect now as it can be. A good many people have the idea that the members of grain exchanges are of the silk-stocking, blue-blooded type; that they never saw a farm or knew what it was to get up at 4 o'clock on a frosty morning to do the milking. That is a mistaken idea. A majority of the members of the exchanges are men who were born and raised on the farms, who know the problems of farm life and have a high regard for the farmer. Those who didn't like him have been taught to do so in the past few years.

When a man makes application for membership in an exchange his application is referred to a membership committee. He is thoroughly looked up, not only as to his financial standing, but as to his moral character as well, during all his previous life. If there is any flaw, he can't become a member of the Minneapolis exchange, nor of any other for that matter. As careful as you may be, a few black sheep do manage to creep in once in a while.

The time has arrived now, when the conditions, so far as the farmer handling his own grain is concerned, are perfect. When a company is organized there must be an expert, upright man to look after the business. It was thought at first that the son of some prominent member of the movement would do, or any kind of cheap help. Now the co-operative companies are looking for the best grain buyers in the country and finding that they must pay good salaries to get them. A manager who is not worth at least \$100 a month isn't worth anything at all.

In Minnesota and the Dakotas there has been considerable agitation along the line of the equity plan. In regard to that movement I want to repeat what a farmer told me several years ago. He said that if the farmer could get to a point where he could obtain all that his grain was worth, could be paid for all that he hauled to town and could get it correctly graded, and that if he could buy his coal and building material and machinery at a fair price, he would be well satisfied. I believe that is a correct idea. When he is getting fair treatment there is no necessity for him to attempt to change conditions. More than that, I believe it is wise to perfect one proposition before opening up another. When the farmer buys stock in a co-operative elevator he is doing it to protect his own interests. He remembers the former conditions under which he sold his grain. He has his property where he can see it and take pride in it and know what is being done with it.

I want to say right here that as to this terminal elevator proposition for the farmers, I'm against it. In the first place, if the farmer is getting right treatment in selling his grain he ought to be satisfied. He should be satisfied to live and let live. I don't believe the farmer has any right to go into a mercantile business unless he is driven into it by intolerable conditions. More than that, he is foolish to take chances with his money when it isn't necessary. I want to say to you that if the farmers go into this terminal elevator business at the market centers, they will rue the day. The elevator business of itself is not a money-making business. I'm not an elevator man myself, I am only in the commission business; but I know that the elevator business is not profitable. It is true that in bad crop years, when much of the grain is of poor grade, elevator men may make a bunch of money out of the mixing proposition; but in normal years an elevator does not do more than pay the ordinary carrying charges. I can buy for you now eight out

of ten Minneapolis elevators for 25 cents on the dollar. This centralization business don't go with me. If you go into the terminal elevator business, you cannot be on the ground to watch the conduct of the business. Adopt the equity plan and similar schemes, and you must trust considerable sums of money to others to be handled for you.

Every exchange finds it necessary for the conduct of business to make rules. They are rigid ones, too, and I am proud to say they are more rigidly lived up to than even state laws. They are constituted so as to protect equally the shipper as well as the member, more so sometimes. No member dare violate a rule. I believe the greatest, most honorable and most upright men in the country are those engaged in the grain business—that is at both ends too, both in the terminal markets and in the towns from which the grain is shipped. I have never lost a single dollar through the dishonesty of a grain shipper. Go anywhere and ask for the most important men of a community, and two out of six of them will be grain men.

Now, with reference to the commission man's services to the grain shipper. When a shipper 500 or sometimes 1,000 miles away from you loads a car and consigns it to a commission man to sell it, representing a value of all the way from \$500 to \$1,000, it means that he has considerable confidence in the commission man. He knows that the commission man is on the square and has confidence in his business ability. Otherwise he wouldn't ship to him. When you place such confidence in me, don't you see I'd be a rat to abuse that confidence? I'm going to work in every particular for your best interests. A commission man is always glad to disappoint his client in the right direction; and these men are trying to do it and do it frequently. In the last thirty days we have beat the limit of the price expected by shippers fifty times. The commission man has nothing to offer you but his services, his judgment and his advice. He must give you the best of these or he cannot hold your business. They are his stock in trade. After selling he pays your drafts promptly. If there are shortages, he works for your interest as he would for his own in helping you to collect claims. No commission man should dare ask you to ship your grain to him unless he is confident he has the best market for you. Solicitors for commission firms above all things ought not to misrepresent conditions at his market. It is for this reason that the Minneapolis exchange has adopted a new rule governing solicitors just as it does members.

As to grades and dockages, I suppose no terminal market yet has a perfect inspection department. Our inspection department is governed by the state of Minnesota. I want to advise you that if the proposition is ever put up to you to place the inspection department of your markets under state control be against it. Don't do it. Politics hasn't changed much, and it is hard to elect a man who doesn't have pet friends. When he is elected he will remember these friends. They do it in Minneapolis. That is why we have former jewelers and hotel keepers, and, in one case at least, I believe, a restaurant waiter, as inspectors of grain. You want for your chief inspector a thoroughly expert and honest man and one who knows grain and his subordinates should be the same. I have had to call for reinspection on 75 per cent of my grain and on 60 per cent of it I have had the grade raised.

The commission men have been spending thousands in fighting the bucket shops in your interest. And they have spent thousands in fighting the railroads for equitable freight rates. We want fair and square rates for our friends. If it had not been for the commission men, I believe you would now be paying double the rates on your grain that you are. This commission business is a begging job. He begs you to send him your grain. If you don't, he cannot do business. He's simply got to do his level best for you or he will not continue to have your business.

There is but one way for you and that is to do business with absolutely reliable and square firms. You all know of cases where money has been lost because a shipper took the bait of offers of a half to a cent a bushel better from irresponsible firms.

Secretary Holmes of the Sioux City Commercial Club was introduced and invited the National Association of Managers to come to Sioux City for the convention next April. He promised the best of entertainment. The decision will be made by the board of directors.

The convention then adjourned in a body to attend the session of the Omaha Grain Exchange.

#### FINAL SESSION.

The resolutions committee reported the following:

We, your committee on resolutions, beg to submit the following:

1st. Resolved, That we express our most hearty appreciation to the Mayor of Omaha, to the members of the Omaha Grain Exchange, to the South Omaha Live Stock Exchange and to the Hotel Rome for

the royal welcome and splendid entertainment of our members, who will continue to have pleasing recollections of this occasion for many years to come; and we also wish to express our sincere gratitude to all the speakers who addressed our meetings, and to Messrs. Flemming and Adams of the Co-operative Manager and Farmer for advertising and assisting in making a success of this meeting.

2d. Resolved, That in view of its very great importance to our members we earnestly request the Omaha Grain Exchange to consider the matter of delayed inspection of grain, and if possible shorten the time in which a buyer can call for a reinspection.

3d. That we extend an invitation to all managers of co-operative companies to join our national association.

After the adoption of the resolutions the convention adjourned and went in a body for a visit to the South Omaha Live Stock Exchange, the stock yards and the packing houses.

#### THE ENTERTAINMENTS.

On Monday evening the managers were entertained at a banquet given the Omaha Grain Exchange at the Rome Hotel. The affair was distinctly an informal one, the kind that leads to familiarity and acquaintanceship. There was no set program, but the evening was closed with a few extemporaneous talks. J. W. Holmquist, vice president of the Omaha Grain Exchange, was toastmaster. The speakers were G. W. Schroder, president of the Association; Iver S. Henjum, secretary; J. F. Flemming, W. B. Essick and Cuthbert Vincent.

On Tuesday evening the Exchange acted as host at a theater party of managers at the Orpheum.

[For the "American Elevator and Grain Trade."]

#### A "CONFIRMATION" IN THE COURTS.

BY J. L. ROSENBERGER,

Member of the Bar of Cook County, Illinois.

A dealer having rye for sale wrote to an elevator company: "If you want a car of strictly number two rye, call me up in the morning or wire me your best offer. It is in good shipping condition, thoroughly dry." On the following day the secretary of the company called the dealer by telephone, as requested, and a purchase of the car of rye was arranged. On the same day the company filled out and mailed to him the blank "confirmation of purchase" used by it for such purpose, which, omitting the formal parts, read: "We confirm purchase of you this day by phone, 1 car of 2 rye at 57½ f. o. b. your station, less weighing and inspection fee, 50c. Weight and grade guaranteed by you at destination, shipment within 10 days. You may draw, bill of lading attached, or we will send check for value of car less \* \* \* to cover any contingencies, balance to be remitted when car is unloaded. Our terms with you as usual. If the above is not in accordance with your understanding, wire or telephone us immediately."

This was received by the dealer on the day after, together with written shipping instructions; and he immediately loaded and shipped the car of rye according to such instructions, and forwarded the bill of lading and invoice to the company. The car was sold by the company the day it was purchased.

On arrival in Pittsburgh, the destination to which it was shipped by the dealer, it was rejected as under grade. He was notified of that fact, and later was notified that the car could not be disposed of in Pittsburgh, and he was requested to handle it and give another car. He did nothing in regard to the matter; and finally the car was sold by the company in Baltimore, and the company settled with its vendee at a loss of \$124.23. The dealer refused to settle, and suit was brought in which the company recovered judgment.

In affirming that judgment the Supreme Court of Michigan says (Stockbridge Elevator Co. vs. Booth, 130 Northwestern Reporter, 619) that the dealer contended he should have been permitted to testify to the conversation between the parties over the telephone at the time of the sale, for the purpose of explaining the clause in the confirmation of purchase, "Weight and grade guaranteed by you at destination." He claimed that the clause in the writing, "our terms with you as usual," required

explanation by showing former dealings between the parties. But the trial court construed the word "terms" to refer to the condition of payment, and refused to allow the dealer to show the terms of other transactions. The record showed that all of these offers were in fact made to contradict the guaranty clause. It was undisputed that this writing was received and accepted by the dealer without comment or objection.

The question first presented was whether it was of such a character that no oral evidence was admissible to vary or contradict it. The company claimed that this was a written stipulation between the parties which could not be varied or modified by oral evidence. The trial court accepted that construction, and the Supreme Court is in accord with that conclusion.

From the facts of this case it appeared that no binding agreement was made between the parties in the conversation over the telephone. The written confirmation by the purchaser, received, accepted, and acted upon by the dealer (seller) made this a valid, enforceable sale. It was more than a mere memorandum. It was complete as to the subject matter, quality, price, time of shipment, and both grade and quality guaranteed by the dealer at destination; everything was mentioned except time of payment, about which there could be no question

#### THE INVINCIBLE-SYPHER MAGNETIC SEPARATOR.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., has taken over the sole manufacture of the well known Sypher Magnetic Separator, which will henceforth be known as the "Invincible-Sypher Electro Automatic Magnetic Separator." This machine has been on the market for about two years and has proved its high efficiency in a large number of grain handling plants of all descriptions.

All elevator men, particularly those receiving grain direct from farmers, know from costly experience the danger attendant upon the passage of iron scrap through any sort of grain handling machinery. To draw out this iron various applications of the magnetic principle are used. The Invincible-Sypher Electro Automatic Magnetic Separator has, the manufacturers assert, many points of superiority over the permanent magnet, inasmuch as it has a retaining or holding force of 500 pounds, making it impossible for anything in the shape of iron to pass over its field and not be retained. Moreover this Electro Magnetic Separator never deteriorates with age, but rather becomes stronger with use and increases its efficiency.

The makers of the Invincible-Sypher Electro Au-



INVINCIBLE-SYPHER AUTOMATIC ELECTRO MAGNETIC SEPARATOR.

raised, for the reason that payment in full was made at once and accepted by the dealer. The entire undertaking was fully executed by both parties. There was no ambiguity as to any of its terms. The record showed that the sole object of introducing the testimony relative to the conversation over the telephone was to contradict and vary the unambiguous clause, "Weight and grade guaranteed by you at destination." This court in a very similar case held that this could not be done. See Cohen vs. Jackoboice, 101 Mich. 409.

Then, too, error was assigned upon the admission of secondary evidence to show the terms of the written contract of sale between the company and its vendee, but the contract in question was collateral to the issue and was only important for the purpose of providing one element of the company's damages, and such evidence was admissible.

#### CANADIAN CONGESTED WHEAT.

Terminal elevators in Canada are filled with wheat which is moving eastward but slowly, as holders do not seem anxious to sell. The congestion at the head of the lakes naturally dams the outlet from the interior and of course the back-pressure ends only at the farm and the stacks and shocks where the grain is buried under snow. In order to get relief it is stated that Elevator C, of the C. P. Ry., will be opened with 1,000,000 bushels' space. This house has been out of business for the last two years owing to various reasons, the principal one of which is its lack of shipping facilities. Besides this, it is an old house, and its interior facilities are not equal to the demands of the rapid handling of the present time.

A shipment of 8,000 bushels of Ontario white winter wheat went on on Dec. 2 to England, being the first lot of Ontario winter wheat that has been exported during the past three years.

tomatic Magnetic Separator absolutely guarantees that no iron can or will pass it. The machine has a specially devised wiper to clean the iron from the surface of the field, removing the particles to the side boxes without spilling the grain.

This machine is actuated by a direct electrical current, and is regularly wound for 110 volts, though it can be wound to order to suit the voltage in use. The current consumption is small, ranging from  $\frac{1}{2}$  ampere, equivalent to one 16 candlepower lamp, for the smaller sizes, to 2 amperes for the largest size. In cases where a direct current is not available, the makers are prepared to furnish an inexpensive dynamo which will give the necessary current, making the machine independent of outside service.

The Invincible Grain Cleaner Company can furnish this machine either in complete form as shown in the cut, with hopper and automatic cleaning device, or wiper, or the field and wiper, or merely the field itself, to be placed in the bottom of a spout. Taken altogether the Invincible-Sypher Electro Automatic Magnetic Separator is strong, durable, efficient and consumes but little power, making its operating cost very small. Further particulars on prices, sizes and dimensions can be obtained by writing directly to the Invincible Grain Cleaner Company of Silver Creek, N. Y.

President Huhn of the Huhn Elevator Company, Minneapolis, says most of the spring wheat received this year was so deficient in "keeping qualities" that it had to be shipped from the country elevators as soon as possible. "Consequently," he says, "there is practically no wheat in country elevators, which usually at this period have 30,000,000 bushels. It has all gone to Minneapolis and Duluth, and general belief in the northwest trade is that 65 per cent of the crop of the Dakotas and Minnesota has left farmers' hands. Higher premiums for cash wheat would necessarily be paid by millers from

now on, as falling off in receipts at interior points the past week represents a permanent condition the remainder of the season.—Exchange.

#### AN IDAHO STEEL ELEVATOR.

Our illustration shows one of the steel elevators built at Downey, Idaho, for the W. O. Kay Elevator Co., whose headquarters are at Salt Lake City. The elevator was built by the Minneapolis Steel and Machinery Co., of Minneapolis, Minn., and is one of the many modern steel houses they have built in the Northwest within the past few years.

The capacity of the elevator is 40,000 bushels. The four tanks are each 17 feet 6 inches in diameter and 45 feet high, and form one interstitial tank. The working house is 14x19 feet and is also built of steel with covering of corrugated iron. The engine house adjoins the plant.

The machinery of the elevator is driven by a 20-horsepower Fairbanks-Morse Gasoline Engine. There are two elevator legs. Grain received from wagon dump is elevated and discharged either into the tanks direct or into hoppers above a No. 6 Invincible

er who loans the farmer money on his live stock or the merchants who extend him credit to tide him over to the next season, would have much better security if they would insist on his having a patch of Kaffir on his place. The authorities of Oklahoma towns and cities will be asked to help the farmers in getting the seed. It is urged that the only reason why more Kaffir corn is not grown in Oklahoma is that the business men of the various communities have poked fun at it, displaying their own ignorance when they did so. To educate these men, and particularly the merchants and bankers, is the purpose of the present campaign.

The U. S. Census of 1910 reports that Kaffir corn and milo maize were a close second to rice in gain, increasing 550,571 acres, or more than twenty-four fold. In 1909 23,631 farms reported 573,384 acres, producing 5,860,444 bushels, valued at about \$3,750,000.

Sec'y E. J. Gibbs of the Texas Grain Dealers' Ass'n, in his bulletin of November 30, says: "West Texas and the Panhandle section have an immense crop of Kaffir and milo maize. Its present value is fully 25 to 30 per cent below the value of Northern



W. O. KAY ELEVATOR CO.'S HOUSE AT DOWNEY, IDAHO.

Cleaner. After being cleaned it is stored or shipped out as desired.

In shipping, the grain is passed through a Sonander Automatic Scale located on the first floor, whence it is elevated and discharged through the shipping spout into cars.

#### KAFFIR CORN.

Effective November 15, the Wichita Board of Trade is now dealing in Kaffir corn for future delivery, the contract grade being "3 or better white Kaffir"; prices in cents per 100 lbs. in carlots of 60,000 lbs., basis Wichita rate to Missouri River, state inspection at Wichita or Kansas City. Deliveries carry diversion privilege in the billing and are subject to usual inspection and appeal rules, re-inspection to be called within 24 hours. Buying and selling commission rate,  $\frac{1}{4}$ c per 100 lbs.; when delivered on contract  $\frac{1}{2}$ c per cwt.

The first car load of Kaffir sold on change under the new rules went through D. Heenan to Wm. Hastings, an Eastern dealer, at 92c.

Numerous complaints of Kaffir as an adulterant of wheat have been made to the Food and Drug Department of Oklahoma. It is very difficult to remove from milling wheat; and the Department will make an investigation to determine whether the Kaffir gets into the wheat by design or accident, the latter being at present assumed.

Several business associations of Oklahoma City have begun a "boom" campaign for Kaffir, and an address on the subject by a local "ad" man has been circulated throughout the state. The point is dwelt upon that Kaffir corn is always a good crop in Oklahoma, while corn is uncertain, and that the bank-

corn. A good deal of maize is being used in the head as a substitute for snap corn. Any of our members living in west and northwest Texas will be able to offer maize and Kaffir, and I would suggest that as far as possible, you handle Texas raised feed-stuffs and thus keep Texas money within the state, where it properly belongs. It will probably be about December 15 before corn from the north part of Kansas and south part of Nebraska will be in condition for safe shipment."

#### CAUSES OF CROP DAMAGE.

The Department of Agriculture has made the following tabulation showing what percentage of the total damage suffered by certain crops in 1910 and 1909 was due to each cause specified:

Cause of damage.	Wheat	Corn	Oats	ley.	Hay.
Deficient moisture....	1910 47.4	47.1	64.7	77.9	68.0
	1909 31.6	47.7	36.5	36.0	63.9
Excessive moisture....	1910 4.5	15.8	5.7	1.4	6.2
	1909 16.4	21.4	24.3	20.1	10.9
Other climatic causes....	1910 28.9	17.1	14.2	12.7	12.7
	1909 31.5	17.9	18.1	25.2	14.7
Total climatic....	1910 80.8	80.0	84.6	92.0	86.9
	1909 79.5	87.0	78.9	81.3	89.5
Plant disease.....	1910 4.2	1.0	6.5	1.4	.5
	1909 7.9	.8	11.2	7.5	.6
Insect pests.....	1910 7.6	9.9	2.9	1.6	2.8
	1909 6.0	7.6	2.3	1.4	2.7
Animal pests.....	1910 1.2	1.5	.5	1.9	.7
	1909 2.0	1.2	.5	2.3	.6
Defective seed.....	1910 .8	5.2	1.3	.7	.5
	1909 .7	1.5	1.9	.9	.6
Unknown causes....	1910 3.4	2.4	4.2	2.4	8.6
	1909 3.9	1.9	5.2	6.6	6.0
Total .....	100.0	100.0	100.0	100.0	100.0

—Crop Reporter.

[For the "American Elevator and Grain Trade."]

#### FOUR NEW HANDSOME PLANT TYPES.

BY N. L. WILLET.

No city in the South has given to the world, perhaps, more new plant types for garden and field purposes than has Augusta, Ga. This city is surrounded by a magnificent agricultural country. Next to Memphis, it is the largest inland cotton market in the world. Without recounting, at present, past types as introduced by Augusta, I here-with shall speak of four which will be introduced this next planting season—new types that are valuable, produced and introduced here near Augusta.

##### FULGHUM OAT.

This oat is several years old, but seeds have been so scarce that they have not been properly put on the market. It is 3½ to 4 feet high; heavy in foliage. Parties produced this year 50 bushels to the acre without manure. It is cold-proof and rust-proof. It is as large in grain and forage as is Apples, and double the size, in the matter of grain, as compared with Texas. Its chief characteristic is its earliness. It is three weeks earlier than Texas or Apples, and is even earlier than the Burt oat. It is far better than the Burt oat, because Burts so often fail and are killed; they are, too, extremely thin as regards foliage and small as regards grain.

The Fulghum oat does not shatter, and is a double oat. It is entirely free from beard. Its great value is seen, when we say that it can be sown in October and will be ripe and off of the ground by May 10, in time for cotton planting, whereas cotton cannot be planted after Apples until June. If sown in October the Fulghum oat ripens fully enough to be used for feed by April 25.

The cotton farmer will appreciate from the above to the fullest extent this new oat. Without a particle of doubt it is the most valuable oat today known in the Southland. The Agricultural Department has taken great interest in this oat, and the great pity is that there is not a sufficiency of the seed to be put on the market this fall in quantity.

This is the earliest tomato known. It has been thoroughly tried out; it makes a fine shipper, being a large tomato. Mr. Caleb Boggs of Delaware, one of the finest tomato experts in America, made an absolutely scientific test of this tomato this season from seed sent from Augusta. Familiar as he is with the tomato, he pronounces this to be the earliest of all, making ripe tomatoes in a latitude as high as Delaware by June 3. Any one familiar with the usual ripening time of tomatoes will see at once what a remarkable production, and what a valuable one, is this Huffman tomato. It was produced near Augusta, Ga. It has been known here in a small way for some three or four years.

The Agricultural Department at Washington has taken great interest in this okra, as have our growers who have tested it last season. It is a dwarf okra and is the earliest of all the usually sold okras. The plants are uniform and are as dwarf as any variety that is known, and while dwarf okras have short pods, the Huffman has long pods—very long, and bright green in color. The pods are decidedly angular in shape rather than round. It is an extremely abundant bearer.

##### THE CONQUEROR ANTI-WILT WATERMELON

Is an absolute wilt-resistant melon. After ten years of experiment near Augusta, this melon will be put on the market for the first time. It is as fine a shipper and as good an eater as is the Eden Gem. It is a somewhat larger melon, weighing 40 to 60 pounds. It is a tremendous saving to melon growers who have heretofore experienced heavy losses because of their fields being infested with wilt after the third year, making impossible the growing for eight or ten years thereafter of watermelons. This melon means a revolution in melon growing. The annual loss of melons in wilt fields is almost incalculable. The owners of wilt-resistant land can now use their own lands for melon growing, whereas heretofore they have been compelled to rent farms. The melon is green and white striped and somewhat more elongated than is Kolb Gem, and is as fine a shipper as regards toughness of rind as any melon on the market today.

[For the "American Elevator and Grain Trade."]  
**THE RESIGNATION THAT BLEW AWAY.**

BY GUIDO D. JANES.

Manager Grainger folded up his resignation, deposited it in an envelope, and put the whole thing into an outside coat pocket. After that he walked out of the elevator office and made his way toward Mr. Smith's residence. Smith owned the elevator.

A sad lot of sorrow could be easily seen upon the young manager's face, and an unsteady gait in his step denoted the fact that he practically felt down and out. Just as he turned into F. O. B. Street a gust of wind blew out of the pocket his written resignation and carried it to the edge of a catch-basin and a moment later blew it into the man-hole of the sewer. "Another lot of poor luck," remarked the loser. "Adversity never comes in companies; it comes in crowds. Shall I jump in after the epistle and end all or fish for it? The latter, I guess."

After viewing the situation a minute amid the ridicule of the crowd, an idea struck him. His face changed and he was happy. "I have a great scheme,"



"SHALL I JUMP AFTER IT?"

he laughed. "I'll make the railroad shoulder my adversity instead of myself. It is the bottom of my woes."

So he retraced his steps, and quite soon was seated in front of the office desk with the house foreman near him. The town of Coulerville, where the elevator was located, had but one railroad, while that of Clay Center, a town four miles distant, had two. High freight rates were to be found in the one, therefore, and reasonable ones in Clay Center.

"Now, my scheme is this," he said to the foreman. "Take advantage of Clay Center's rates and ship all our outgoing and incoming grain from that point."

"Don't believe you can," returned the foreman, quite frankly. "The guy before you attempted to do that stunt with wagon and teams; and when the teamsters struck, he went up in the air. No, Mr. Grainger; I sympathize with you, but I can not encourage you."

Grainger laughed. "Glad you are so truthful; but wait. If I fail, I will shoot myself. You can then erect a tombstone over me, made out of a grain door, and on it say: 'It went against his grain to do it.'"

Grainger now collected all his belt conveyors that were not in use, and all the old elevator junk, etc., that was lying around idle, and began operations. He organized a trench digging gang and dug a trench between Coulerville and Clay Center. After that the belt conveyors, carriers, etc., were placed in the trench and an underground transportation was rigged up. Every one, when it was found out what he was doing, became enthusiastic

and lent all the aid possible. In a month's time the plant was ready to send grain from one point to the other, and a carload of wheat was shot through it. The plan was a success.

Just about that time Traveling Freight Agent Jung came along. He had been busy up at Fairfield raising rates and otherwise making the inhabitants miserable, and had not heard of the plan of Grainger and the wheat transportation underground. He came into the elevator office one morning in a tyrannical manner and started to talk without even first saying, "Good morning." "I hear," he snarled, "that you are kicking at our rates. You'd better be glad that we haul your old stuff at all. If you get much more huffy, I will not give you cars for a month. Apologize to me this minute or I will punch your face."

Grainger laughed. "Sure, I will apologize, Mr. Jung; but first let me show you something. No need of becoming so out of sorts. Come with me." Grainger then lead the way to the receiving spout of the underground device.

"My plan is to beat your old bum road out of my business, and to make you feel like thirty cents; for this is the beginning of a long conveyor to Clay Center, at which point I now ship over the other road to the various destinations. It is an odd way to apologize, but just now I could think of no better."

Jung fell to the floor in a fit. But he came to in five minutes. He was as meek as a kitten. "Say, old boy," began the agent sweetly, "just cut out this arrangement and we will give you as good a rate as you will have in Clay. Come on now, though, and take dinner at the hotel; a good feed there will just hit the spot."

"No, thanks; I am afraid you will charge me too much. You'd better hurry out or I will chuck you down this chute and send you gratis to Clay Center."

"Well, if that's the way you look at it, Mr. Grainger, I guess I will pull out. So long."

"So long."

#### DISEASES OF 1911 CORN.

All reports go to the effect that the condition of the corn crop of 1911 is the worst for a score of years, at least in the Central States. In Ohio D. W. Galehouse, secretary of the Ohio Corn Improvement Association, estimates a total loss of 15 to 20 per cent of the crop, by ear rot alone, and the State Bureau of Agriculture in the November report corroborated this view, at least to the extent of 10 per cent of the crop. E. G. Arzberger, who is studying corn diseases at Wooster, says there are really three or more distinct diseases at work in Ohio corn fields.

Similar complaints come from Illinois and Indiana, but in these states the diseases seem to be more localized than in Ohio. Here and there in Illinois wise farmers are paying huskers at the rate of 2c per bushel for all damaged corn thrown out in addition to the regular price of 3c per bushel. The rotten corn is then destroyed, as it is very unsafe to feed it.

Apropos the condition in Ohio, A. D. Selby of the Wooster Station has written the following circular, which is being widely circulated in the state and can be safely "pushed along" as a means of averting danger elsewhere. Referring to the unusual amount of moldy and rotten ears of corn in the crop of 1911, as well as a great number of ears with soft or rotted cobs, he says:

Upon first thought these may be explained by the combination of a rather late crop of corn and much rainy weather during the harvesting period. While these conditions have contributed largely, no doubt, they are but contributory conditions. The real cause is to be found in certain kinds of parasitic fungi which attack somewhat immature corn under the favorable weather conditions named. Further certain of these fungus parasites survive in the soil upon diseased fragments, such as fodder, cobs or decayed kernels of corn, and thus endanger the succeeding crops as well. Naturally the greater the amount of infectious material in any season, the greater the risk of infected soil to follow from both discarded refuse upon the field and in manures and from diseased seed corn. While diseased ears gather

early and dried under favorable conditions may look fairly well, the diseased kernels will not germinate, and, admixed with those which do grow, will be an immediate source of infection from the disease.

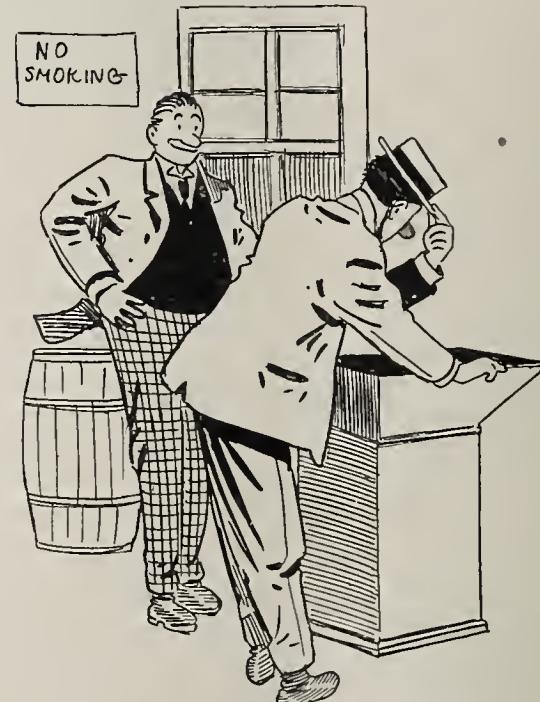
It seems from the data collected by the Department of Botany of the Experiment Station that corn growers, including those who specialize in seed corn, should be warned as to the real significance of the prevailing rots of ear corn.

The actual known diseases upon the ears, including the kernels and cobs of corn, are three or, more accurately, five in number, namely: Corn mold or dry rot, the fusarium ear rots, part of which cause pinkish color or diseased parts, and a new ear rot or cob rot of corn in Ohio. This number may be increased by further investigations, but is now sufficiently great to demand attention.

Corn mold or dry rot, diplodia, causes the husk to stick fast to the molded ear and shows by the molded kernels and cob, together with small, dark fruiting bodies of the fungus upon the diseased kernels, etc. It has been known a long while and is clearly able to live over on old corn stalks and possibly in the soil as a dangerous parasite. It impairs or destroys the feeding value of the grain attacked.

The second named ear rot has been found in Illinois to be caused by three different species of fusarium, only one of which has the pink color, the two others a white mycelium. These fungi are chiefly found between the kernels, extending their attack to the cob, and are usually present in small patches. In Illinois, the three species of fusarium are estimated to cause about 9 per cent as much ear rot as the dry rot fungus alone.

In Ohio a new fungus parasite has been discovered during the season of 1911, which is referred to as the genus Coniosporium. At Wooster and in Paulding County, from which it was first obtained last spring, the Coniosporium appears to be responsible for a larger amount of injury in 1911 than all the others combined. The most conspicuous symptom of this ear rot, or cob rot, is possibly the collapse of a large number of diseased cobs. The infection may occur either at the base or at the tip of the ear; at the base the whole ear is involved; in the tip infection it may involve only the tip portion, causing dwarfing and collapse. The fungus shows us an obscure, dark covering on that part of the outside of the cob which embraces the points of the kernels and the adjacent portion of the kernels. This disease, together with other ear rots of corn, is being investigated by E. G. Arzberger, assistant botanist, who will expect to publish his results as soon as sufficiently advanced. Meanwhile corn



"LET ME SHOW YOU SOMETHING."

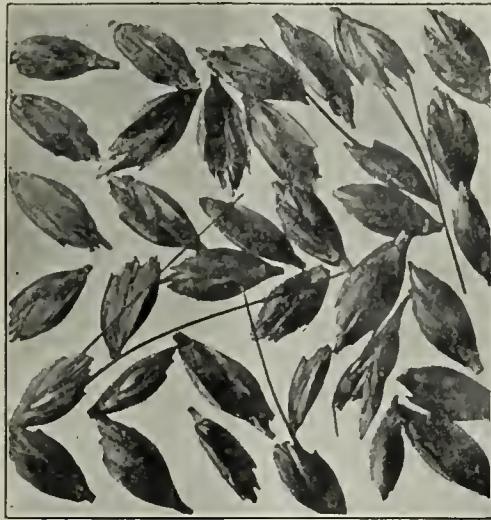
growers will assist the department in its work by generous responses to the questions herewith submitted. Address Department of Botany, Experiment Station, Wooster, O.

A new quotation for North Dakota products is now on the price lists of crops issued by the Minneapolis office of the Occident Elevator Co. It is ear corn, 80 pounds. The local office has not yet received any orders to buy corn, but the presence of the quotation for that product on the market quotation lists indicates that there are portions of the country where the company is willing to buy corn the same as other grain. It is a forerunner of a regular trade in corn raised in this state.—North Dakota Paper.

**EMMER—WHAT IT REALLY IS.**

The grain "emmer" is in reality a subspecies of wheat, and differs as much from spelt as apples do from pears, states Cerealist M. A. Carleton in a recent Farmers' Bulletin. The use of the word "speltz" (which does not exist as a legitimate word in any language), or "spelz" or "spelt," in connection with emmer is incorrect.

"Emmer and spelt," a common term, means in reality two different grains, as the accompanying cuts, taken from the bulletin before mentioned, will show. True spelt is a distinct crop. Emmer has stouter, compact and usually bearded spike, which on breaking up in thrashing leave a short pointed



HEADS OF EMMER.

pedicel attached to each spikelet. Spelt spikes are more slender and loose, both bearded and beardless, and in breaking up the pedicel usually does not remain attached to the base of the spikelet.

Emmer has been known as a profitable crop in parts of this country for fifteen or twenty years. Both winter and spring varieties are grown, though the spring variety is the more common. Winter emmer makes an excellent drouth-resistant winter feeding crop and as such is coming into use.

Being a subspecies of wheat emmer can be readily



HEADS OF SPELT.

crossed with wheat by artificial means. Its drouth and rust resistant qualities have been taken advantage of in this way to produce several hardy wheat hybrids.

While emmer is mostly used in the United States for stock feeding, it is often used in Europe as human food, in Russia chiefly in the form of a breakfast food, and in other countries to a considerable extent in bread making. In a considerable number of feeding tests carried on at different stations in this country, emmer has been found nearly, if not quite, equal to barley and oats for sheep and cattle.

The Indians of the reservation near Pincher Creek, Sask., own and operate a modern grain elevator of 30,000 bushels' capacity. It is equipped with top-drive, cleaner, cleaner scale, shipping scale and dump scale. Fairbanks Scales are used

throughout, and motive power is furnished by a 10 h. p. Fairbanks-Morse Gasoline Engine. A large storehouse has also been built in connection and a crusher will be installed shortly. So far this season 20,000 bushels of grain has been received at the elevator, all grown and harvested by the Indians. One Indian alone has 1,600 bushels of wheat and 1,500 of oats.

**THE OATS CROP IN 1909.**

Census Bureau statistics of the oats crop of the United States, showing acreages in 1909 and 1899, and production in 1909, by states and geographic divisions, was collated by the Cincinnati Price Current:

	Acres, 1909.	Acres, 1899.	Bushels, 1909.
New England—			
Maine	120,991	108,661	4,232,309
New Hampshire	10,860	12,589	386,419
Vermont	71,510	73,372	2,141,357
Massachusetts	8,127	6,702	268,500
Rhode Island	1,726	1,530	48,212
Connecticut	10,267	9,883	273,804
Mid. Atlantic—			
New York	1,302,508	1,329,753	34,795,277
New Jersey	72,130	75,959	1,376,752
Pennsylvania	1,144,248	1,173,847	28,172,686
E. N. Central—			
Ohio	1,787,496	1,115,149	57,591,046
Indiana	1,667,818	1,017,385	50,607,913
Illinois	4,176,485	4,570,034	150,386,074
Michigan	1,429,076	1,019,438	43,869,502
Wisconsin	2,164,146	2,365,115	71,335,505
W. N. Central—			
Minnesota	2,977,258	2,201,325	93,897,717
Iowa	4,655,154	4,695,391	128,198,055
Missouri	1,073,325	916,178	24,828,501
North Dakota	2,147,032	780,517	63,886,702
South Dakota	1,558,643	691,167	43,565,676
Nebraska	2,365,774	1,924,827	53,360,185
Kansas	933,309	900,353	22,293,641
S. Atlantic—			
Delaware	4,226	5,247	98,239
Maryland	49,210	44,625	1,160,663
Dis. of Columbia	13	42	375
Virginia	204,455	275,394	2,884,495
West Virginia	103,758	99,433	1,728,806
North Carolina	228,120	270,876	2,782,508
South Carolina	324,180	222,544	5,745,291
Georgia	411,664	318,433	6,199,243
Florida	43,206	31,467	606,380
E. S. Central—			
Kentucky	174,315	316,590	2,406,064
Tennessee	342,086	235,313	4,720,692
Alabama	257,276	216,873	3,251,146
Mississippi	97,085	87,066	1,268,785
W. S. Central—			
Arkansas	197,449	280,115	3,212,891
Louisiana	29,711	28,033	420,033
Oklahoma	609,373	317,076	16,606,154
Texas	440,001	847,225	7,034,617
Mountain—			
Montana	333,195	133,938	13,805,735
Idaho	302,783	64,739	11,328,106
Wyoming	124,035	26,892	3,361,425
Colorado	275,948	120,952	7,642,855
New Mexico	33,707	15,848	720,560
Arizona	5,867	1,641	189,312
Utah	80,816	43,394	3,221,289
Nevada	7,853	4,786	334,973
Pacific—			
Washington	269,742	126,841	13,228,003
Oregon	339,162	261,406	10,881,286
California	192,158	153,734	4,143,688
United States	35,159,217	29,539,698	1,007,129,447
New England	223,421	212,737	7,350,601
Middle Atlantic	2,518,886	2,579,559	64,344,715
E. North Central	11,225,021	10,087,121	373,790,040
W. North Central	15,710,495	12,109,758	432,660,477
South Atlantic	1,368,832	1,268,061	21,206,000
E. South Central	870,762	855,842	11,646,687
W. South Central	1,276,534	1,472,449	27,273,695
Mountain	1,164,204	412,190	40,604,255
Pacific	801,062	541,981	28,252,977

It will be seen that the acreage in 1909 increased over 1899, but the increase in production was only a little over one-third as great, the actual production amounting to 1,007,129,000 bushels in 1909, as compared with 943,389,000 bushels in 1899, an increase of 63,740,000 bushels, or 6.8 per cent. The average production per acre, doubtless by reason of temporary weather conditions, decreased from 31.9 bushels to 28.6 bushels. On the other hand, the value of the oats crop increased enormously, from \$217,099,000 to \$414,692,000, an increase of nearly \$200,000,000, or 91 per cent. The average value of oats per bushel thus increased from 23 cents to 41 cents, or about 78 per cent.

The land in oats increased from 16,145,000 acres in 1879 to 28,321,000 in 1889, 29,540,000 in 1899, and 35,159,000 acres in 1909. The acreage in oats in 1909 exceeded that in 1879 by about 118 per cent, whereas the population of the country during the same period increased a little over 80 per cent. The production of oats in 1879 was 407,859,000 bushels, as compared with 1,007,129,000 bushels in 1909.

Puget sound millers on Nov. 18 received orders for flour from Vladivostock merchants who have not purchased breadstuffs in America since before the Russian-Japanese war. The supply of wheat is so short in Siberia that the price has advanced to about \$1 for thirty-six pounds.

**BOWSHER FEED MILLS.**

The Bowsher Feed Grinding Mills are old. Oh, no; not decrepit, you understand; but what we mean is that there are good looking, healthy, "coming" young men all over the country who can remember that dad had one the first time he ever brought young hopeful down to the plant after school hours and on Saturdays and told him it was not good for boys to play marbles all the time.

The pictures look much the same as it did years ago. And the Bowsher Mill is about the same—only a few little improvements from time to time that are hard for an engraver to show. But they are there.

And Bowshers write us and ask, can any manufacturer's heart fail to warm when he gets letters like these? The first from Fayetteville, North Carolina, and the second from Kempton, North Dakota. The first one reads:

Seven or eight years ago we bought one of your No. 8 mills chiefly for grinding ear corn. We did not know its real value until some few months ago, when our stone feed mill was being repaired and we had to grind general feed; and now we have discarded almost entirely the stone and are using your mill and getting out half as much again per hour as we did in the old way. We just thought we would let you know how much satisfaction this mill has given us.

And the second one reads like this:

You will remember me as one of your old customers at Utica, Ill., and I now wish to get in touch



THE BOWSHER FEED MILL.

with your representative up here. Please give me the address. As much corn is being raised up here, mills to grind ear corn are being talked of. We have taken pleasure to say to some who talked of buying mills that after using a Bowsher No. 8 for ten years we would think of getting no other.

Letters like those, coming in the ordinary course of business, are not "straws which show which way the wind is blowing"—they are the whole stack, if you think a moment.

The N. P. Bowsher Co., South Bend, Ind., are the makers of these mills and have interesting literature they are anxious to send to any one who will apply. No application, no literature; for they do not do general circularizing of the trade.

**MORE SHOPS ATTACKED.**

The Chicago Board of Trade has filed in the U. S. Circuit Court at Pittsburgh a complaint against Henry J. and Frank H. Spuhler, operating as Spuhler & Co., and Isaac N. and P. C. Harkless, operating as the Keystone Commission Co., charging them with unlawful possession and use of Board of Trade grain and provision quotations—with, in short, bucketshopping. It is alleged that Spuhler & Co. operate about thirty branch shops in as many different cities of Pennsylvania, while the Keystone Commission Co. operates a lesser number.

Dirty corn leads to hot stuff. Be careful in loading. Much corn has suffered from recent wet weather. It will take time to cure. Better trade in May than December, unless we have a spell of very favorable weather. Low grades of new corn can decline 5 cents and then not be low compared with the present price of futures.—C. A. King & Co.

[Special Correspondence.]

## SEIZURE UNDER THE PURE FOOD ACT.

BY E. T. BAKER.

Legal proceedings of nation-wide interest in grain circles were recently instituted in the United States Court at Toledo, the proceeding being entitled "The United States of America vs. Fifteen Thousand Bushels of Wheat." The successful prosecution of this libel would mean a death blow to the grain salvage business of the country. The case is in the nature of a test of the provisions of the pure food and drugs act of the federal Government, as applied to salvage grain; and the elaborate care with which the Government has laid its plans leads to the conclusion that the Department of Agriculture will attempt to prohibit trading in salvage grain in this country for all future time.

The information was filed and the grain seized by United States Deputy Marshals Brown and Ashbrook, following telegraphic instructions to United States District Attorney U. G. Denman from Washington, giving what purported to be a detailed history of the transaction. The Government officials at Toledo at once carried out their instructions and secured about ten thousand bushels of wheat in storage at the Clover Leaf Elevator here. It is the claim of Federal officials that this is a salvage product from the steamer "City of Genoa," which sank in the river opposite Port Huron some time in September, and that it was bought by the American Cattle and Poultry Food Company, who later sold it to C. R. Lull & Co. of Milwaukee and C. E. Metzler of Binghamton, N. Y. The claim is made that the product was delivered to the chicory drying kilns of E. B. Mueller & Co. of Port Huron, where it remained under treatment for nineteen days, when it was shipped to Toledo via the Toledo-Detroit Shore line on October 4.

The further claim is made that the owners of the product are engaged in the exclusive business of handling salvage grain; that it carries on an extensive business; and now has more than a thousand customers on its books. That this salvage product was intended for sale as a stock food, and that it had in fact already been sold and would have been delivered within a few days at the agreed price of seventy cents per bushel. The still further claim is made that the substance is putrid and decomposed and dangerous for use as a stock food.

The specific charge of the information is as follows:

"(1) That said grain has been thoroughly soaked with water, as a result of which and of subsequent treatment in attempt to dry it and later shipment and packing in elevators, a condition has been produced not natural in grain, which renders it deleterious and injurious to the health of domestic animals consuming it for food.

"(2) That the said grain consists in whole or in part of a filthy, decomposed and putrid vegetable substance."

As supporting its position in the matter the Government contends that it has made extensive experiments and that all results agree upon the unhealthy condition of the particular salvage product in question. The chief of the Cattle Feed and Grain Laboratory reported that it had a vile odor and was partly decomposed. The microchemical laboratory, after tests, pronounced the substance putrid and decomposed. These opinions were supported by the chief of the Pathological Division of the Bureau of Animal Industry, who said it would be dangerous to feed it. Two different experts of the Bureau of Animal Industry, after examination, allege that it would be dangerous to feed it to chickens, while two professors of George Washington University, after making tests, are prepared to swear that it is dangerous as a feed for cattle, horses or swine.

The owners of the wheat admit the essential facts of the transaction, except that they claim the wheat was not sold and had never been offered for sale. That it was sent to the Clover Leaf Elevator at Toledo for the purpose of storage only, and that no attempt had been made to dispose of it. Upon the broader plane, however, the owners of the wheat contend that the wheat in question is not

dangerous as a stock food, but on the contrary is a legitimate marketable product. C. E. Metzler, one of the owners, in speaking of the matter said: "Salvage grain is in big demand all over the country by large stock feeders and men who have made a study of the stock business. That they have found it extremely valuable as an animal feed product is best shown by the fact that they continue to use it. Our business comes not from single carload orders or from those who are experimenting but from large feeders who buy continuously salvage grain because their stock thrive on it and because they get the desired results from a feeder's standpoint at less expense. The Government makes no claim that the feeding of salvage grain to animals renders their flesh dangerous as a human food but contends that the feeding of this product is dangerous to the animals themselves. If this were true, the matter would regulate itself, as stock feeders would have no desire to feed a product upon which their stock would not thrive, and there would be little or no demand for it. On the contrary, we have a pressing demand for all the salvage grain we can supply. We have practiced no deception in the matter, and every buyer knows exactly what he is buying. The grain is sold by us upon sample; the cars are forwarded with bill of lading attached and subject to the inspection of the buyer. If the grain upon its arrival does not measure up to the sample, the buyer is under no obligation to take it. So far as the odor is concerned, it is all removed upon cooking, and at any rate it is not dangerous."

Grain men generally are of the opinion that the Government is mistaken in its attitude. All are apparently agreed upon the proposition that if the Government is right in its contention that salvage grain is a dangerous food product for animals, then its sale should be prohibited unless it has some other commercial value. The question is of such vital importance, however, that they do not feel that it should be made to depend wholly upon the decision of technical witnesses or laboratory tests. Toledo being a large grain center handles hundreds of thousands of bushels of salvage grain and the contention of the Government means the confiscation of millions of dollars' worth of what has heretofore been considered valuable animal food products. Other uses have also been made of large quantities of this salvage grain. For instance, a large quantity of corn which was a portion of the very cargo in question has already been converted into denatured alcohol, and the trade feels that such a large and lucrative business should not be forfeited without a full investigation of the merits.

It is understood that Smith & Beckwith, attorneys for the owners of the wheat, have submitted a proposition asking that the wheat be released under bond for shipment abroad. There is nothing in the law which prohibits its transportation to any foreign country where the laws of that country do not prohibit its sale. This proposition is not looked upon with favor by the Government officials. Assistant United States District Attorney, John S. Pratt, said: "As the action is one *in rem* and the wheat itself is the defendant in the case, the release of the wheat as requested would mean practically the disposition of the case, as we would then have no defendant in court. This would circumvent the purpose of the Government in making a test of the salvage grain business of the country, if that is its purpose. I am not advised as to the intention of the Government upon that proposition and the proposition will be put up to the legal department at Washington for acceptance or rejection."

The case is not yet at issue, no pleadings having been filed by the owners of the wheat and a trial upon the merits cannot be reached before next March, as the Federal jury will not be called before February. In the meantime the action has created intense interest among grain dealers and stock feeders all over the country, and the outcome is being impatiently watched by thousands of interested spectators whose financial interests will depend in large measure upon the decision.

C. H. Elwell is managing C. P. Washburn's elevator at Middleboro, Mass.

## A REMARKABLE CASE.

A remarkable, one might almost say a unique, case of deliberate swindling is reported from the Southwest in which the Washer Grain Co. of Atchison and a firm at Omaha were indirect losers to the tune of perhaps \$10,000. A milling firm in Arkansas ordered from the two shippers all told seventeen cars of corn which were duly shipped. While the grain was in transit the buyer, the milling company, was reorganized and its name (and its name only) changed. The story then continues:

"In Arkansas shipments of grain are delivered to the consignee without the bills of lading first being presented; but to protect the railroads, the law provides that all grain companies shall give a bond of several thousand dollars. So when the firm, the said milling company, was reorganized, taking place of the same company, with an abbreviated name, no bond was applied for. But the change in the firm name and organization invalidated the old one.

"When the grain arrived at destination it was delivered to the milling company as none of the local officials of the Missouri Pacific, the carrier, had learned of the reorganization. When, however, the bank having the sight drafts and the bills of lading went to collect, the manager of the new as well as of the old company said that the grain had not arrived, and told the collector to call in a few days. When on the other hand, an official of the Missouri Pacific called to get the bills of lading he was put off by the said manager, who said that the bank had not been around to collect. On the ninth day after the grain was shipped from Atchison, the local agent of the Missouri Pacific went to the said manager again for the bills of lading and, it is said, was informed that he had no bills of lading for him, and that if the Missouri Pacific wanted them very badly it would have to take the matter up with his attorney.

"It was then that for the first time the Missouri Pacific official learned that his road had delivered five carloads of corn to a company that had no bond to protect the carrier as the law provides."

The chief traveling accountant of the Missouri Pacific then got busy on the job and is said to have some show of getting back the money his company will have to pay the S. R. Washer Grain Co. et al., by attaching property owned by the manager personally, who is said to be a wealthy and prominent business man of the town he calls home.

## REPORT OF SECRETARY WILSON.

The report of Hon. James Wilson, Secretary of Agriculture, was made public on December 7. It covered many topics and reviewed the work of the Department for the fiscal year. Our extracts are confined strictly to matters of direct interest to grain, hay and seeds dealers, not quoted by the press summaries, as follows:

## GRAIN STANDARDIZATION.

In this work special attention has been given to the methods of handling grain on the farm, in elevators and warehouses, and by transportation companies, including a study of the changes which take place in grain while in storage or during transit in cars or steamships, together with a study of the relative value of the factors taken into consideration by grain dealers and the manufacturers of grain products in fixing values and grades of commercial grain.

Continued investigations during the year have fully confirmed the conclusions originally drawn that moisture is the most dangerous factor in the handling of commercial grain. Extensive experiments made to determine the natural shrinkage of grain when handled in elevators or warehouses or while in transit in cars have shown losses in weight due to the evaporation of moisture ranging from one-tenth of 1 per cent to more than 7 per cent.

Detailed tests of more than 10,000 representative samples have shown that a very high percentage of the 1910 crop of corn contained more than 20 per cent of water at the time of marketing, thus emphasizing the urgent need of better methods of handling grain on the farm and of growing types of corn that will mature sufficiently early to permit the grain to be marketed in a dry, sound, and more satisfactory condition. The degree of deterioration in corn alone, due primarily to excessive moisture, results in a loss equivalent to more than a million dollars annually, much of the corn handled commercially becoming musty, sour, hot, and badly damaged.

## SEED-TESTING LABORATORIES.

On account of the provision for seed testing made by state laws in North Carolina and Nebraska, cooperation with these states has been discontinued, and two new laboratories are being opened in connection with the agricultural experiment stations in California and Louisiana, the laboratories in Missouri, Oregon, and Indiana being continued.

Hairy-vetch seed, which has this year for the first

time been collected for examination for adulterants, was frequently found to contain seed of cultivated varieties of spring vetch, the latter generally being useless for fall sowing on account of winter killing. An examination of the hairy-vetch seed-growing section of northern Germany and northwestern Russia shows that on account of the difference in time of ripening it is impossible to harvest seed of cultivated forms of spring vetch and hairy vetch together, the former being used as an adulterant. The *Vicia villosa* seed originating in the Baltic provinces occurs as a volunteer in winter rye and is separated as cleanings from the rye.

#### PROGRESS IN CORN INVESTIGATIONS.

Requests for information concerning the corn crop, received by the Department, were much greater in number and variety than during any previous year. In cooperation with interested farmers in many of the principal corn-growing states work is in progress which has as its object the development of higher yielding strains of corn. In connection with this work demonstrations are made of methods of breeding, methods of seed selection and preservation, methods of planting and cultivating, as well as tests of soil preparation and tests of cover crops. This cooperative work with individual farmers has resulted in the development of a number of higher yielding strains of corn and in stimulating throughout the localities an interest in better methods and higher acre yields. In a number of instances this work has resulted in a very noticeable increase in the production of corn per acre throughout the community.

There is perhaps no other crop capable of giving so profitable a return from both investigation and demonstration work. The past season's work shows more plainly how very responsive this crop is to judicious treatment and how very little we have systematically studied its requirements. When the conclusive demonstrations conducted during the year in a few localities are conducted in many localities, a sufficient percentage of corn growers will profit by the demonstrations to cause a general improvement in the acre yield of corn.

#### CEREAL IMPROVEMENT.

Adaptation and breeding work with all the cereals has been continued during the year with special emphasis on the production of hardier and more drought-resistant varieties and strains. The superiority of many of the drought-resistant cereals was markedly shown in localities where drought was severe. The Turkey and Kharkof varieties of winter wheats did especially well, while Swedish Select oats and Ghirka spring wheat showed much superiority over less resistant varieties. The total production of the Kharkof wheat in the United States must be at least 40,000,000 bushels. Durum wheat continued to be the leading grain crop in the dry wheat-producing sections of the West and Northwest, where winter varieties are not yet dependable. The use of Durum wheat flour is steadily increasing, and this product can now be purchased in a number of Eastern cities. The season's work has furnished some good results with proso millets, particularly under irrigation, but also under dry-land conditions. Emmer, because of its better adaptation, still gives evidence of being a valuable crop in localities a little too dry for other stock food, such as oats and barley.

For the work in dry-land grain investigations two new experiment farms have been added, one at Burns, Ore., and one at Aberdeen, Idaho. These farms will be managed in cooperation with the experiment stations of these states. During the year, for the first time, experiments with grains under irrigation have been undertaken. These experiments are conducted at points where it is possible to compare the results obtained with similar varieties under dry-farming conditions.

The grain sorghums are proving increasingly important as stock foods for dry-land areas. The dwarf and early varieties, such as Dwarf milo, Dwarf Blackhull kaffir, Sudan durra, and the kowliangs which have been bred and distributed by this Department, are giving surer yields under conditions of greater drought than were formerly possible. They also permit the extension of these grains into more northern states, as South Dakota, Idaho, and Oregon.

In rice investigations in the South special attention has been given to solving the problem of controlling red rice by proper rotations and cultivation. In California experiments with rice were conducted at nine different points, and the results already obtained indicate that commercial rice production may be possible on large areas in the Sacramento Valley and on smaller areas in the San Joaquin Valley. Preliminary irrigation experiments with rice show the probability of obtaining more profitable yields of this crop with much less irrigation water than is commonly used. Promising results have also been obtained in the investigation of growing rice without irrigation on the prairies of Florida. Experiments with Arlington Awnless winter barley have progressed with considerable success. Seed of this hybrid has been sent to all the experiment stations in the South and West where winter barley would likely be adapted, and in many cases excellent success has been reported.

Owing to its high stooling qualities this variety gives promise of becoming very productive.

#### FORAGE-CROP INVESTIGATIONS.

Notwithstanding the fact that rapid and material improvement has been made in agronomic methods and in practically every phase of farming, almost no advancement has been made in the management of farm pastures. This is apparently due to the lack of a full appreciation of their value, for it is a fact that pastures will stand neglect to a greater extent than any other portion of the farm and that the results of care and treatment are not so readily noticeable as in the case of cultivated crops. The careful investigations that have been under way for the last four years are now beginning to point to methods of management that will very materially increase the income from pastures that are now unprofitable. The optimum rate of grazing pastures seems to be one of the most important factors in connection with their management. In carefully conducted tests very light grazing as well as very heavy grazing has proved injurious. The value of alternate grazing and surface cultivation has been measured under carefully controlled conditions, and data have been accumulated to form a basis for reliable recommendations.

A new forage crop to become popular in any section must possess points of superiority over forage crops that are already well established. This season two new grasses, Rhodes grass and Sudan grass, have proved to be so superior to other grasses for the same conditions that they are being accepted at once in sections where they have been tested.

The ability of Rhodes grass to produce heavy yields of palatable and nutritious hay in Florida and other parts of the gulf coast region, where a good hay grass is a valuable desideratum, makes this grass one of the most promising of recently introduced plants.

Sudan grass, introduced from Africa, is another example of a new forage crop that has become popular almost in one season. This grass apparently possesses all the valuable characteristics of the well known Johnson grass without being at all troublesome as a weed on cultivated land. Sudan grass is an extremely promising grass not only for the South, where Johnson grass is now being grown, but also for sections farther north as an annual crop to replace millet. It is a very drought-resistant species and gives heavy yields of good hay.

A new variety of velvet bean promises to become a valuable crop for forage and soil improvement in sections that are considerably north of those now producing the Florida velvet bean. While further tests of this variety are necessary to determine its value and northern limit, the present indications are that it will become a very popular and profitable crop as far north as southern Arkansas.

#### CONGRESSIONAL SEED DISTRIBUTION.

Seeds and plants were distributed upon congressional order as in former years. Between six and seven hundred tons of vegetable and flower seeds, put up in approximately 60,000,000 packets, were distributed the past season. Of this quantity about 10 per cent was flower seed and 90 per cent vegetable seed. Approximately one-third of the total quantity was procured from surplus stocks, and the remainder was grown under contract for the Department during the current season. In every case seed was secured on competitive bids, and no seed was accepted for distribution unless it was found after repeated tests to be of satisfactory purity and vitality. Every lot of seed is tested for germination two or more times before and after shipment, and a sample of each lot is grown on the trial grounds of the Department under the direct supervision of expert horticulturists to determine its trueness to type. Many thousand pounds of vegetable and flower seeds which do not meet the requirements of the Department are rejected every year and returned to the seedsmen by whom they were shipped. Where seeds are contracted to be grown for the Department the fields are inspected at the proper season by specialists, who see that the plants are uniformly true to type and that a proper system of roguing out variations and mixtures is followed. This system has resulted in steady improvement in the quality of seeds distributed by the Department, as shown by the results obtained on the trial grounds and by hundreds of reports from all sections of the country.

The work of packeting, assembling, and mailing the vegetable and flower seeds was done under contract at a cost of \$1.10 $\frac{1}{2}$  per thousand packets, which included delivery of the packeted seed in mail sacks direct to the Union Station. A new contract has been entered into for putting up and mailing the seeds for the coming distribution at a saving over the former contract of 1 cent per thousand packets.

Approximately 12,000 pecks of four improved varieties of Upland cotton developed by the Department were distributed in the cotton-growing states last season. The continued distribution of these improved cottons, with the accompanying circulars which contain detailed instructions for the home

selection and improvement of seed, has resulted in widespread interest in seed selection in the South.

The propagation of Dutch bulbs in the Puget Sound region in connection with the congressional distribution is progressing favorably. Trial sets of narcissus and tulip bulbs propagated near Bellingham, Wash., were planted at Washington, D. C., with sets of bulbs of the same varieties imported from Holland, and the Bellingham bulbs produced better blossoms ten days earlier than the imported bulbs. The early blooming period of American-grown bulbs is of importance to all professional florists, because of the saving in time and fuel where bulbs are forced for market.

#### THE CROP REPORT.

The quantitative interpretation of the figures indicating the monthly condition of those growing crops of which estimates of production are made at the close of each year is an important feature added this year to the crop-reporting system of the Department.

Since the significance of the monthly condition figures has been interpreted by the Department, the various private interpretations, both by individuals and commercial organizations, differing in their statements, have practically ceased, and it has been generally conceded in all quarters that the interpretations emanating from the Bureau of Statistics are the fairest and the most authentic figures possible to be based on the crop condition report.

All the leading crops except cotton are included in these quantitative interpretations. With cotton, however, it is impracticable to interpret the condition figures, as the amount of abandoned acreage is lacking, cannot be ascertained until the close of the season, and is essential to reasonable accuracy in the translation.

#### COST OF CROP PRODUCTION.

The result of the investigation upon the cost of producing corn, wheat, and oats, published in several numbers of the Crop Reporter, made it evident that the cost of producing crops varies widely in different sections of the country. The average cost per bushel of producing corn was found to be 37.9 cents (including rental charges), varying by states from 30 cents in Iowa and South Dakota to 72 cents in Maine; the average cost of producing wheat was 66 cents per bushel (including rental charges), varying by states from 44 cents in Montana to 96 cents in South Carolina; and the average cost of producing oats was 31 cents per bushel (including rental), varying by states from 23 cents in Montana to 56 cents in Connecticut. It is proposed to continue this line of investigation.

#### PROPORTIONED CAUSE OF CROP DAMAGE.

The results of the first inquiry into the amount of damage done to each important crop in 1909 were published in November, 1910. The summary showed that 81.8 per cent of the total damage is attributed to unfavorable climatic conditions, 4.8 per cent to plant diseases, 7.9 per cent to insect pests, 1 per cent to animal pests, 1 per cent to defective seed, and 3.5 per cent to unknown causes.

#### CROP REPORTING.

Investigations of the crop-reporting systems of several countries of Europe show beyond doubt that the systems of the countries visited contain no better features, and, as a rule, cover no range broader than our own; in fact, it was found that the system prevailing in this Department, and already many years in operation, is far in advance of that of any other country.

Many thousand reports received regularly from the voluntary correspondents are tabulated, and these form the basis of the crop-report figures given out each month.

The total number of questions asked of all classes of correspondents in the calendar year 1910 amounted to 2,582. Of these 2,003 were for use in making the crop report and 579 for special investigations. From the township correspondents alone 2,427,000 replies were received.

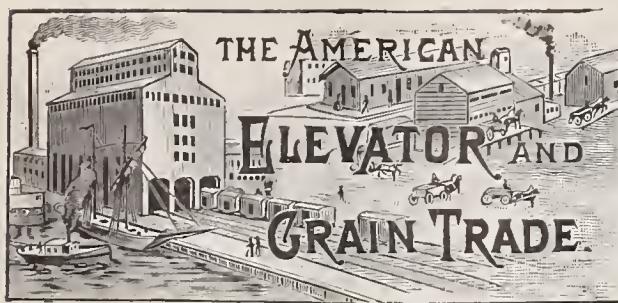
A notable addition to the monthly reports of prices was a schedule comprising about thirty of the principal products of the farm other than the fourteen which are reported on by the county correspondents.

A comparative statement of monthly receipts of eggs and poultry was compiled each month and published in the Crop Reporter, showing the relative increase or decrease from month to month in the quantities received by large dealers who buy from the country, and the receipts at important markets.

If the preliminary work attempted toward compiling a statement of the quantity of apples shipped from the principal producing regions is successful, such a statement will be issued in the near future.

#### COST OF FARMERS' SUPPLIES.

From an extensive inquiry made among retail dealers doing business with farmers it appears that most articles purchased by farmers cost more in 1910 than in 1909, the average increase being about 1.5 per cent. The purchasing power of produce of one acre in 1910 was 7.3 per cent less than in 1909, but still about 44.1 per cent more than in 1899.



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**ADVERTISING.**

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

**CORRESPONDENCE.**

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**CHICAGO, DECEMBER 15, 1911.**

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

**THAT FAMILY ROW.**

One is inclined to disagree with our esteemed contributor, Mr. Kuné, in estimating the "Templeton episode" as one of the great crises of the Chicago Board of Trade, and to take the more hopeful attitude of Mr. Freeman, who wonders, a provision man, what it's all about. Mr. Templeton seems to have run up against a wall unexpectedly and stubbed his toe and was in no pleasant humor over it—quite humanly so, perhaps. And for that reason his explosive contributions to the press have been perhaps more welcomed by the head-line writers than edifying to the Board or the public, the former understanding the unsaid and the latter very little, said or unsaid.

As to Mr. Templeton's strictures on the "Call," one has no fear of his gratuitous confession of *mea culpa* entangling him with the agents of the Department of Justice seeking violators of the Sherman act; for Mr. Templeton himself, the sometime agent of the elevator interests which have always objected to the Call for understandable reasons, would probably have not a little difficulty in establishing "beyond a reasonable doubt" any particular occasion when he took part in the Call to "fix prices"; and certainly in times past his active presence at the Call would have occasioned comment.

Little more can be said of his criticism of the inspection—a common complaint when men are sore. It has been said that he has preferred charges at Springfield against the department. This is the most rational step in the entire series of events constituting as a whole this "episode," and no doubt the department heads are willing enough to face him there. Certainly, so far as the public was concerned, the

citation as evidence of present wickedness of an alleged offense to another shipper committed nine or ten years ago seemed much like the star boarder's comment on oxtail as a basis for soup, that it was going "pretty far back."

**"OR BETTER" CUT OUT.**

The progressives on the Chicago Board of Trade, very largely the straight commission houses, have succeeded in effecting a reform that some, comparatively few, country shippers on track have for a decade continued to ask for—the removal of the term "or better" from track bids which must now be made at the Chicago Call on flat grades. This reform might have been brought about much sooner, perhaps, if there had been a genuine co-operation of the country with the commission interests and bidders who were not also owners of elevators; but that is neither here nor there; the reform is here, let the trade now make the most of it, by purchasing grain on its merits from the farmer and delivering what they sell.

The discount for mising grade will be the market difference on day of delivery, of course; but the daily bids for 4 stuff will be, perhaps, a fair index of what the discounts are likely to be at a future delivery day—not absolutely, of course, but relatively; and the old, old complaint about Chicago discounts should now measurably cease.

And now that "all is over," it may be as well to remind the trade, as Mr. Chas. D. Jones does in his letter on page 319, that the acceptance of off-grades on contracts has hitherto been, and in the future will be, not a legal obligation upon the buyer under a contract, but only a courtesy that the trade has in its wisdom made a custom. The seller's contract to deliver a definite kind of grain might at any time have been insisted on strictly; the trade has yielded that right in order to facilitate trade and commerce, by undertaking the disposal of grain tendered but not contracted to be purchased; and in that respect have been and still are liberal to shippers.

**SCHEDULES A AND B.**

The editor hereof, in the November number, committed himself to the theory that "Schedules A and B"—discounts and premiums on corn—were, if not unfair, at least impracticable as a working proposition. A private rejoinder that this bold wandering in the middle of the road might result in an encounter with a steam roller, suggested the Missourian's practice of getting a guide; and the letters pro and con printed on pages 317 to 320 are the result.

It does not seem entirely clear that all of the supporters of the Schedules really appreciate fully what they mean, which is no less than subdividing the regular 2 and 3 grades into several minor and very narrow other grades and asking the buyer to settle not on the basis of his bid but on the basis of any one of these minor and narrow grades that the delivery might happen to hit. Mr. Charles England in his letter (p. 319) very clearly demonstrates that were this general proposition to prevail the result would be disastrous to prices, as the tendency of the bidding would necessarily be ex-

actly the reverse of that anticipated by the proponents of the Schedules, and would be based on the poorest grade with reluctant premiums for the better instead of on the highest grade with narrow discounts for the worse.

The rank unfairness of the premium Schedule is made clear by Mr. Rutherford, in his article on pp. 313 and 314, as well as by Mr. Bullitt, p. 319, and by Mr. Jones, p. 319, who indeed appear to have utterly demolished that Schedule as a working principle of trade; and they are supported by several other competent critics of the theory.

Mr. Riley's argument for the Schedules is a difficult one to combat, if considered as applicable only to the regular grades and the question of buying to them strictly, but Mr. Riley would hardly expect his Indiana people to buy of the farmers *on* the bases of the Schedules—how could they, without entirely remodeling their elevator facilities; and if they should ignore the Schedules in their dealings with the farmers, could they ask them to be adhered to by receivers to whom they as dealers ship? And if they did so ignore the farmers when buying, while still selling by the Schedules, where would they expect "to get off at" when that fact became generally known in the country, as it very soon would?

**RAID ON SALVAGE GRAIN.**

The attitude of the Government toward the salvage grain dried at Toledo threatens a large and economically important industry and again opens up the legitimate question, whether the Agricultural Department is not overdoing its "pure food" crusade, not to say running amuck. This particular lot of salvage grain may or may not be unfit for any purpose, as claimed by the Government; but it is a fact that thousands of bushels of salvage grain have been fed to stock and poultry with most satisfactory results, and thus the drying system has been the means of effecting the saving of grain worth very large sums, that otherwise would have been lost by fire and water, wreck, etc. An attack, as this libel is said to be, on the system of grain salvage *per se* is, therefore, of questionable merit and has little justification except to establish the legal status of a captious reading of a law in most respects of most excellent purport, and result only, if the carping reading is sustained in practice, in a large continuous economic waste that the country can ill afford.

**RAILWAY LEGISLATION.**

Mr. E. A. Reynolds recently delivered a notable address at Indianapolis to a railway men's club, of which only a brief extract is, however, at our hand now, and is published on another page. Mr. Reynolds's position may seem to some as "advanced"; but the recent Supreme Court interpretation of the railway safety appliances law, applying to cars used only in intra-state service, is an indication that Mr. Reynolds is not by any means "running ahead of the hounds." All the tendencies of commercial legislation, at least, are toward the obliteration of state lines; and the Supreme Court has at its every opportunity sustained such legislation. The constitutional provision giving Congress power to regulate commerce between the states

and with Indian tribes is exceedingly flexible and elastic; and there is not the slightest indisposition on the part of the Court to stretch it to the utmost when the business world seems to demand it, as a long line of progressively broadening decisions is positive proof; and if a current decision should at any time startle the old-time "strict constructionist," it is only necessary to recall the now accepted principle of the Court's interpretation, that a business necessity must be met in a broad way—that if the constitutional clause is seemingly stretched to cover a new condition, it is not that the constitutional provision was ever considered inadequate, but that the condition at issue had never before arisen.

#### CIVIL SERVICE EXAMINATIONS.

At last it has come—real civil service in the grain inspection department of Illinois, legally "made and provided"; and as in so important a public service there is always a coming and going of employees, notice has been made of the first examination of candidates for the position of "Grain Helper," a job that pays \$75 per month at once and is in direct line of promotion to the positions of grain sampler and deputy grain inspector at \$150 per month. The helper's duty is to assist in the collection of grain samples from cars, elevators and vessels for inspection and grading. This examination will take place at Springfield on December 29. The candidate must be in good physical condition but the work calls for no education beyond the usual grammar school work. On January 19, 1912, an examination will be made of candidates for the positions of "Grain Sampler" and "Deputy Grain Inspector." All who are interested, and it may be that some country elevator employees would like such jobs, can obtain full information by addressing W. R. Robinson, secretary of the Illinois State Civil Service Commission at Springfield.

#### GOVERNMENT ELEVATORS IN CANADA.

A magazine writer has contributed recently to both American and Canadian journals an article on the government elevator system of Manitoba, which is characterized as the anti-Socialist farmer's method of obtaining "his own" for his grain and at the same time, in some occult way, by preventing monopoly and speculation, circumventing the communist; and the impression left by the article is that in both respects the system deserves honorable mention as the clever ruse of a shrewd people.

Well, shots made to "kill if it's a deer and miss if it's a calf" are difficult; and the fall marketing of wheat in Manitoba does not seem to have demonstrated the entire wisdom of the communistic elevator as an automatic conservator of the Manitoba farmer's interests. Indeed, fewer houses than last year have been in active operation in the province, and the storage room is therefore reduced; and never have the complaints of dams in the current of the grain to lake waters been so numerous. Moreover, independent buying of grain has almost wholly ceased in some markets; and so, instead of broadening their market to take it from the "monopolists" the system seems, naturally enough, to have made conditions more favor-

able to the great terminal buyers than was the old at any time. The farmers are relying on the "system" rather than on themselves, having overlooked the old hint to Standish, that "who serves himself is well served."

#### GOING TO THE FOOD COMMISSION.

One of the incidents of the "Templeton episode" is an attempt to take the Chicago grading of grain out of the hands of the Illinois state inspectors and turn it over to the Pure Food Commission. The latter body has already begun to dip its fingers into this inspection puddle, and the results so far are not encouraging, the Commission's mind always being made up in advance, which is inconvenient and unfair. If the "knockers" at Chicago should prevail on the Commission to go still farther into the business, there's no telling where it would end or what disorder the trade would be thrown into by delays. The salvage grain case at Toledo is in point, where that stuff is held up for a hearing until March next, and who knows when the final decision will come.

#### MUST SUPPLY TIGHT CARS.

One by one the old bogies that the shippers used to see about the railway yards and offices are disappearing. Shippers are finding out that authenticated claims for loss and damage can be collected, in spite of bill of lading exceptions; that damages caused by delay in transit are valid claims that must be liquidated; that cars must be provided when the shipper demands them and tenders cash payment for the service; and so on. And now in the Balfour case against the O. W. R. & N. Co. the Commerce Commission has ruled that the carrier is bound to supply cars suitable for the shipments to be made in them; and because they are bound to do this they are not to be permitted to make payments for coopering or making other repairs to put cars into condition, as for grain, it being assumed that carrier and shipper human nature is so depraved that neither can be trusted to pay or receive money therefor without using the privilege as a subterfuge for a petty rebate! However, no matter what the theory of the required service may be, shippers know that the ideal will never generally obtain in car service; and the wise ones will not neglect to spend some little money in lining and coopering cars on their own account, a measure of business precaution that the Commission will doubtless not disapprove of.

#### HOW TO STOP SCANDAL.

Mr. Templeton's criticism that there are some pretty mean men on 'change is not, perhaps, subject to serious contradiction, unhappily; but all who know much or little about the Chicago Board of Trade know that at least a good many bad practices there have been eliminated already, while rational optimists, like Mr. Freeman, look to a day in the near future when other queer things complained of now will also go; and that, it may be, will be as soon as the directory can see its way to trim the tail without cutting just behind the ears.

The complaint Mr. Templeton makes, however, that some of the contract winter wheat in

store at Chicago is weevily, or out of condition, is one that the Board might easily investigate and should. The writer well remembers the charge made ten years ago, more or less, that a small lot of weevily wheat then in store as contract at Chicago, which any buyer was liable to have handed him as a contract delivery, had queered this wheat market for months, if not years. Is a similar blanket to be held over the market now? In the old, old days, too, grain in public elevators, when out of condition, had to be immediately posted that the buying public might have its warning. Has that requirement been abolished or has it simply fallen into noxious desuetude? If the latter, let it be revived and the owner made to "take away his wheats" and give the market a chance.

#### PENALTY CLAUSE HIT.

The "penalty" clause in co-operative company by-laws has been declared a "restraint of trade" by an Iowa district court at Decorah. The Decorah Farmers' Co-operative Society tried to enforce a "penalty" of 5c per cwt. on stock, which compelled independent buyers to pay 5c to 10c more than the farmers' company had to pay to get the stock; and an independent buyer had the company perpetually enjoined from doing business in this way. This will annoy some co-operatives who can only co-operate cheerfully when they swing a club; but the injunction will not disturb the equanimity of companies that are working the square deal and are disposed to be neighborly and to behave like other people in business.

#### WHY BUY CORN ON ITS MERITS?

Why buy corn on its merits? Obviously, because it is sold on its merits, the widest latitude that is allowed the seller in the markets where grain is bought by consumers being the range of quality within the official grades of those markets. Mr. Riddle of the Northwestern Ohio Association gives six other reasons, as follows:

Because it is unfair to make high grade carry low grade.

Because indiscriminate buying places a premium upon inferiority and a discount upon superiority and demoralizes the producer.

Because this is an age of minimized margins and close calculations. Every bushel of grain should show a reasonable profit and no bushel of grain should show an unreasonable profit.

Because the public market quotations which are closely observed by farmers are based upon standard grades. Your prices are compared with the public market standard grade quotations.

Because high grade grain cannot be bought on margin sufficient to cover the discount on the low grade.

Because contingencies such as shrinkage, deterioration, market conditions, etc., incident to the handling of low grade grain are greater than those incident to the handling of high grade grain and they cannot be estimated accurately in advance of returns.

But these several reasons are not strictly independent propositions but merely corollaries to the first reason given. The wisdom of the practice, which a large number of country grain dealers have habitually ignored to their confusion and loss, will now be more certain, since at Chicago, at least, the long asked for premium on No. 2 may be had by shipping No. 2 corn.

## EDITORIAL MENTION

Erie canal business for the season just closed was the smallest in seventy years. This is not encouraging to canal builders generally; but it may be remembered that the condition of the canal with the enlargement work going on has been very bad and its navigation quite uncertain.

Mr. Templeton in a contemporary roasts the short seller and all his tribe, simply because they do sell short. Saying nothing of the other party to the sale, why rub it in? The bear has to take his medicine even as the bull; so why beef about the system which is impossible without both?

The Commerce Court is not popular—never was really expected to be. It seems to be too conservative in its decisions, and already a bill has been introduced in Congress to repeal the act creating it. But the bill will have rough sledding, as President Taft broadly hints that he's for the court.

Nashville is to have a corn and corn meal inspector "with power to act." That means that shippers of corn to that market must see to it that it is strictly up to the certificated grade and "cool and sweet." The South still insists that pellagra is caused by eating "spoiled corn"; and food inspectors there are mighty particular about blue-eye corn.

The Kansas Board of Health recently "butted" into grain inspection business and arrested a farmer at Clay Center who was systematically plugging wagon loads of wheat with musty grain, and administered a wholesome fine. This is a unique case, as we have always understood that musty wheat invariably came out of an elevator—never from a farm.

The Michigan Elevator News, of Detroit, a monthly in folio newspaper form, has appeared. Its purpose seems to be to record monthly the movement and state of the markets therefor of Michigan crops, such as, particularly, hay, beans and potatoes, and in that respect is very complete. The price is \$1.50 per year, 25c per copy.

Philadelphia's new corn grades, printed on another page, seem just like old times—only twice does the word "moisture" appear and again we have those old acquaintances, "reasonably sound" and "reasonably clean." The grades will make the "modernists" sit up and rub their eyes, but those shippers who look to see a "letting down of the bars" as to soggy corn will have to look two times.

Ostensibly a Board of Trade committee is investigating the sensational newspaper advertising of certain longs on winter wheat, who offered to sell milling wheat to the public at a considerable discount under the Chicago market quotations for the grain. It is hard to see how the Board can prevent a man from disposing of the actual grain owned by him at any price he might put on it; but it is an entirely different question, perhaps, if the two views can be

differentiated, if the advertising is done for manipulating prices on change and not in good faith as a straight business offer. However, the offers looked so much like pure bluffs that they were hardly taken seriously by any one.

It is not, of course, necessary to remind the reader that these columns constitute an open forum where all may express their opinions, without, however, making the editor their sponsor, except in the interest of fair play. If you have a complaint, a suggestion for bettering conditions, a word of advice to your neighbors, please send it here, where it will always be welcomed.

Prof. Holden has been "down East" telling the farmers of the Philadelphia Commercial Exchange and the New York Produce Exchange how to grow 90 bushels of corn to the acre as easily as 40. And as we know that he knows how to do it and can make other men believe they too can do it if they'd only half try, one would not be surprised to find a fine crop of maize growing in Battery Park next August.

Mr. Justice Holmes in his opinion on the Peavey allowance contract says "the Act of Congress in terms contemplates that if the carrier receives services from the owner of property transported or uses instrumentalities furnished by the latter, he shall pay for them." Does this run to the busy collecting and loading and weighing "instrumentalities of the country elevator"? Why should pay for use of such "instrumentalities" be limited to terminal or transfer elevators only?

The rascally performance charged to an Arkansas miller, who endeavored deliberately to steal seventeen cars of corn by means of a legal subterfuge, as related in the news columns, may have been suggested to the performer by the common knowledge men have of the reverence of lawyers for the sacred precedents and trivial technicalities of legal science; but it ought not to be an impossible feat of legal cleverness to recover from the rascal or even to put him in proper confinement for a season.

Quite a number of Illinois farmers are reported to be paying their huskers a bonus of two cents a bushel for all rotten ears thrown out. They are probably living in neighborhoods where the dealers buy corn on its merits. Some folks are disposed to laugh at the idea of "educating farmers" to the necessity of putting their corn into condition; but it is easy enough—make it profitable and they'll do it quickly enough and always, because they're just as human as other folks when it comes to cash.

False billing is expensive when discovered; and the chances of escaping discovery are remote in these days. A case in point is that of the Vassar Hay and Producer Co., of Vassar, Mich., who were recently fined \$1,000 in the United States Court in Detroit for giving an incorrect weight for a quantity of baled hay shipped from Millington to Buffalo, on October 19, 1910. A grand jury indicted the Company on four counts, but three charges were quashed

and the Company pleaded guilty to the fourth. The hay weighed 28,510 lbs. but it was billed as weighing only 20,000 pounds. The Company was prosecuted under the Interstate Commerce Law and was charged with obtaining a lesser rate than was published by the carriers by falsely stating the weight of the goods shipped. It seems that "honesty is the best policy" even if it is wearing on one's cupidity.

The new ministry of Canada is pledged to introduce a bill to enable the government to take over and operate the terminal elevators of the Dominion, and to again revise the inspection and interior warehousing laws—all of which contemplates an investment of eight to ten millions of public money to cater to a fancied want of the western farmers, that so far as it has been tried out in Manitoba has been a detriment rather than a benefit to the small farmer at least. But of such is politics, and in Canada they certainly have the real thing.

Mr. Vincent's exposition in his Omaha address of the legerdemain of co-operation is interesting if not entirely convincing. It may work in a good season and with an astute manager and an advancing market, but not even with loyal stockholders can co-operation make something out of nothing, as not a few have found out in the attempt, and even then on Mr. Vincent's showing the prorating dividend can be paid to a part only of the shareholders, the preferred, so to say. If this arrangement suits the shareholders, there can be no criticism of it, of course.

After all Science is an uncomfortable Mentor and constant companion; because it is an unceasing reminder that all our rule of thumb learning is under suspicion and that our experiences are not always infallible guides. Just now it is reminding the farmer that grain has its diseases "like other folks," and that much of the loss every year in the form of spoiled and rotten corn in the ear is aggravated by water but not primarily due to it but to diseases that find their origin and habitat in the debris of the soil and are self-perpetuating and also preventable. Science therefore insists on being taken seriously and that all occupations shall be brought within the pale of its influence if they hope to attain to the highest efficiency. And, of course, all that means study and an invasion of one's hours of indolence.

It is encouraging to see that here and there suits are being brought by sufferers of loss on grain due to delay in transit, not that there is any doubt of the responsibility of the carriers for such loss. The carriers themselves recognize that liability by having had inserted in the uniform bill of lading the provision that in case of loss the value of the commodity shall be the invoice price at "place of shipment" and that claims shall be made within four months after the loss. But as suits pressed for these delay claims will, if the claims are well founded, be assuredly allowed by the courts, the actions themselves will have a wholesome moral influence on such carriers as are still disposed to "bluff" claimants who show any signs of

weakness in pressing claims for delay losses. Nor will the courts be likely to be befogged by the specious plea that the value of grain is other than its replacement value or what it would have had had it been promptly delivered.

The Railway and Engineering Review has taken up the matter of leaky cars, with illustrations for railway men. This enquiry is somewhat belated; but if only the claim departments will look at the pictures, they may find where some of the "natural shrinkage" goes to.

Query: Is it a fact, as Mr. Vincent says it is, that the profits made by a co-operative company originally "came out of the farmer," and that a dividend payment is merely returning to him "his own"? Or is it not true that the profit is taken from the consumer? There is a difference here that is not insignificant in its bearings on the economics of merchandising grain.

In a decision handed down by the U. S. Supreme Court on October 30, relating to car equipment with safety devices, the Court seems to have wiped out state lines by ruling that interstate roads must equip their cars with these devices "even if such cars are engaged wholly in transportation within the confines of a state." The next step, Commerce Commissioner Lane believes, will be a decision wholly blotting out as a legal entity a railroad not interstate in character and purpose.

The public is to be congratulated that Sec'y Wilson has recognized the inevitable and permitted his Bureau of Statistics to adjust its final estimates of this year to the acreage returns made by the Census Bureau. Moreover, he has done so with dignity and grace. The readjustment as to wheat Mr. Goodman has discussed on another page; but the divergencies from the expected were already discounted by Mr. Goodman's estimates, made a month ago in this columns, when he anticipated the Census Bureau's own summary; and it is noteworthy that Mr. Goodman's and the Bureau of Statistics' estimates as revised are in substantial agreement.

A not insignificant point passed upon by the Court of Commerce in the Nashville transit case was the status of commercial bodies as parties to actions before that body. In the case at bar, the interests of an individual had to be selected as having been "jeopardized"; but the action was maintained in behalf of groups of individuals who might be similarly affected, by the two commercial bodies known as the Grain Exchange and Board of Trade which as organizations could have had no direct interest in the action, being neither shippers nor receivers of grain; but as legalized organizations representing groups of individuals indirectly interested in the outcome of the case at bar, the Court says they have a sufficient interest in the subject matter to maintain the action brought to set aside the Commerce Commission's order in relation to transit. This is certainly a long step toward a legal practice in the courts that neither the statutes nor the chancellors of two decades, per-

haps of but one decade ago, would perhaps have recognized as legitimate; and it is pregnant with future possibilities of associational action.

It is well for shippers to remember that the carriers are responsible for grain only for forty-eight hours after its delivery at the elevator, so that fire, or any other accident to the grain after the expiration of that period would leave the owner unprotected. Another bad feature the way some men handle consignments is to neglect to pay the freight promptly; and as the banks cashing drafts are liable to suffer from delay in this regard, the American Banker says that a movement is on foot to have the banks join in demanding that the freight shall be paid within the time limit, thus removing this risk, or else compel the grain merchants to insure the grain upon its arrival, so that the banks would be amply protected. It is pointed out that unless the banks act together in this matter, the banks enforcing the rule will suffer from the competition of those not so strict."

Prof. I. O. Baker of Urbana has again been inquiring into the amount of shrinkage corn undergoes in the crib; and he finds as the result of fair experiments that it was 7.5% in one crib, 16.8% in another, and 4.9 in a third, making an average of 9.7%. This is interesting; but after all, it means little, as never can it be other than a purely academic inquiry with no practical value. Moreover, it is not a very useful inquiry, as it leads to nothing definite and only emphasizes an apparent loss that is not real, since all corn to be valuable as a keeping commodity must lose its excess of moisture, which means shrinkage. But this shrinkage is hardly a loss, strictly speaking, any more than the "loss" of materials in certain processes of manufacture is a real "loss," being incidental to process of manufacture. Curing corn does not cause a "loss" to the farmer; but the continual harping on it by the schoolmasters has the effect of making him think it does; and so he hastens in the fall to dump his wet corn on the market before any "shrinkage"—or curing—takes place naturally.

No question of the relations of employer and employee is more prominent at this time than the matter of employers' liability for accidents to their men while in the course of their employment. The old doctrine of "contributory negligence" is being swept away and as the industrial organization of the states and Nation becomes more highly developed and complex the tendency of legislation is all in the way of increasing the responsibility of the employing class for accidents. The millers have come to appreciate this fact so keenly that in Illinois and in Kansas, where the laws are quite onerous, the matter of insurance of that risk of their business has become a pressing problem. The Millers' National Insurance Company has organized a liability company, and it is probable millers will find in that company the protection the laws of the states have forced them to provide. The elevator is not so hazardous a place of employment; but what with the machinery that is in the house, the occasional if not frequent trips to the cupola by means of lifts or ladders or imperfect stairways, the

handling of cars, power shovels, etc., their is ample opportunity for accidents that under the new laws of our states may prove serious enough estimated in money to embarrass any man's business unless the risk be guarded by insurance.

In affirming the validity of the Peavey-Union Pacific unloading ("allowance") contract, the U. S. Supreme Court's order is that the allowance is limited to  $\frac{3}{4}$ c per cwt. and is confined to grain reshipped within ten days of its arrival. Now the question is, what does the order mean? Does the ten-day provision refer to all grain given allowance or only to Peavey grain? is one of the puzzles; another is, may or must the allowance be paid at all transfer points or only at those where it has been paid in the past? Several railway men's organizations have discussed the question, none seeming certain enough of his position; and it is said the carriers will appeal to the Commerce Commission for an explanatory ruling.

The Hay Trade Journal calls attention to the fact that,—

A complaint has been filed with the Commerce Commission to the effect that the carriers refuse either to make good for the loss on a certain shipment of hay or to refund for the shortage, upon the ground that the weights stated on the bill issued at the shipping point was not correct. There was a discrepancy of nearly 1,000 lbs. of hay as between the weights at the shipping point and the receiving point, and the shippers ask that carriers shall be permitted to charge freight only on the amount of commodity which they deliver to the consignee at destination.

This would seem to be a fair proposition and the outcome of the case will be watched with interest by those who have suffered in like manner; but would it not have been even better for the shipper to have had at hand such loading data that he could have proved his loading weight to have been correct and then he could have forced collection for the shortage.

Sec'y Wells is to be congratulated on the success of the educational meetings he has been holding in Iowa, which have been well attended and have under his guidance and advice taken up the moisture problem seriously. As business men with their "ears to the ground," the Iowa men are coming to understand that never again can this moisture problem be eliminated from consideration in the grading of grain. It may not be entirely fair, in the view of many; the tester may not be entirely satisfactory; but observing men now realize that even were the exchanges and the state inspection departments to abandon it, the trade would still be forced to take it into consideration, if only to keep in line with the growing exactions of the pure food and feed laws, which are now nearly as numerous as the states, not counting the Federal law, in the execution of which the Agricultural Department is becoming perhaps unseemly active in forcing radical readings. Mr. Wells is wise in forcing home these truths among his dealers, and wiser still in not—now, at least—attempting to confuse them by any false ideas such as are presented in "Schedules A and B" which are too far in advance of the times to merit the present concern of the trade.

## TRADE NOTES

The Buffalo Scale Co. has removed its Chicago office, warehouse and repair shop from 452 So. Jefferson street to 15-17 So. Clinton street, where the facilities are more ample to accommodate the business.

The Hess Warming & Ventilating Co. of Chicago, has just closed contract for a large Hess Drier for H. Verhoeff & Co. of Louisville, Ky. It will be housed in a building separate from their elevator and have a capacity of 10,000 bushels daily.

The Day Company of 38 South Twelfth street, Minneapolis, Minn., has just closed two large contracts for Day's Dust Collecting System, one coming from Manitoba and one from Minnesota. The shops of the company have been unusually busy for some time past.

John S. Metcalf Co. of Chicago has just been awarded contract by the Chicago & Northwestern Railway Co. for the plans and specifications covering a 500,000-bushel reinforced concrete storage house to be erected on the site of the old elevator "B" which burned in Milwaukee, and to work in connection with the existing elevator "A."

The Grand Trunk Railway System has awarded a contract to John S. Metcalf Co., Limited, Montreal and Chicago, for the sub-structure of a new bridge to replace their present bridge across the Richelieu River, near LaColle Junction, Quebec. The work includes a new pivot pier, with protection cribs, 2 new rest piers and piers for the approaches. Timber caissons filled with concrete will be used. The estimated total cost of the sub-structures is approximately \$140,000.

A general description of the standard gas engine, The Wayne, is set forth in a catalogue received from the manufacturers, the Fort Wayne Foundry & Machine Company of Fort Wayne, Ind. The Wayne is of the horizontal, single cylinder, four-cycle type and is strongly made of best material throughout. Economy and safety are features of the Wayne engine and they are sold with the guarantee to develop the full electrical horsepower at which they are rated. The various types and sizes of the engines are shown in the catalogue, which will be sent free on request.

The Grand Trunk Pacific Railway has awarded a contract to John S. Metcalf Co., Limited, Montreal and Chicago, for design and construction of a 2,500,000-bushel concrete storage elevator at their terminal, Fort William, Ont. Estimated cost \$500,000. This is the second storage unit of the new Grand Trunk Pacific grain terminal at the above point, and will bring the storage capacity of the elevator up to a total of 5,750,000 bushels. The ultimate capacity of the grain terminal, as laid out by John S. Metcalf Co., Limited, contemplates a total storage capacity of 40,000,000 bushels.

The Hess Warming Ventilating Co. of Chicago is now equipping their U. S. Moisture Tester with the new Hess Moisture Tester Balance instead of the old Torsion Balance. The Hess balance is made by the Fairbanks-Morse & Co., after designs by George H. Hess, Jr., secretary of the company. It is a very delicate balance and admirably adapted to the moisture tester work. Another feature of the late pattern U. S. Moisture Tester is that all the flasks and attached tubes are solid copper, thus eliminating the breakage which accompanied the use of glass. A full line of duplicate parts is also kept on hand in Chicago, which can be sent out to dealers on prompt shipment.

The Jeffrey Manufacturing Company of Columbus, Ohio, manufacturers of mining, elevating, conveying and power transmission machinery and coal mine equipment, has recently opened another branch office at 1201 American Bank Building, Seattle, Wash., from where they will handle their business in the northwest. Mr. Percy E. Wright, the Seattle manager, is a sales engineer, having been connected with the home office for the past ten years, and is thoroughly conversant with the conditions in the northwest territory, having been traveling in that part of the country for a number of years. The Jeffrey

Manufacturing Company now maintains 13 branch offices in the United States, as well as nearly 100 agencies in the leading commercial centers all over the world.

One of the finest calendars for 1912 that has reached us comes from the Union Iron Works of Decatur, Ill. It is of large size and embraces a handsome engraving of their works, showing the general offices, the sheet metal work shop, wood working shop for the well known Western Shellers and Cleaners, the building for power transmission and elevating and conveying machinery, etc. There is also shown a partial list of the various specialties which this company manufactures.

Lastly comes the December hanger calendar of the S. Howes Co. of Silver Creek, N. Y., showing the "Eureka" Double Scourer, Polisher and Smutter which, it says, "produces the cleanest and brightest wheat." These calendars have been appearing throughout the year and twelve of the famous machines from the "Eureka Works" have thus appeared, marking the time monthly and mingling the useful, the commercial and the artistic in twelve calendar panel pictures well worth preserving for present or future guidance to good grain dealing or milling.

The announcement has been made of the resignation of Fred. W. Tomlinson as manager of the American Machinery Co. of Port Huron, Mich. The vacancy has been filled by W. A. Reynolds, who will act as general manager having complete charge of both factory and sales departments. Mr. Reynolds has been identified with the manufacture and sale of milling machinery for the past twenty years and is well and favorably known to the trade. It will be the policy of the company, as always, to give the closest attention to every detail and in Mr. Reynolds they have secured a man thoroughly competent to serve the milling and grain interests in a satisfactory manner.

Old No. 2 yellow corn sold on Nov. 21 at Chicago at 78c on track, the highest price on the crop. Gardiner B. Van Ness was the seller.

Cairo on Nov. 14 started a train of 53 cars of corn, consigned by Samuel Hastings Co., to Texas points. The value of this shipment was \$25,000. The freight bill was \$6,100, the weight of the corn being about 2,000,000 pounds.

H. W. Fish, secretary of the Ohio Millers' State Association, in speaking about the agricultural special trains running in Ohio, says: "Ohio is leading all other states in the work in the interest of better crops. The special trains are giving more attention to wheat culture than other subjects and the probability is that more than 20,000 farmers will listen to the lectures. Parts of fifty counties are being covered this month."

A fight by the state on the dread malady pellagra by a rigid inspection of the corn from which meal is ground is one of the probabilities of the future, although no official action along this line has yet been taken. It is a safe prediction that the position of inspector of corn and corn meal will be created within the near future, or that the pure food and drugs inspector will be given an assistant whose duty it shall be to enforce to the letter the pure food law as applies to corn meal. Although no official announcement has been made to that effect, it is an admitted fact that the health authorities of the state lean to the corn meal theory as the correct solution of the pellagra problem. Unsound corn, ground into meal, is being held responsible for the ravages of the newly discovered and often fatal malady. To offset its ill effects, a most rigid inspection is proposed. Tennessee has, according to the official statement of the board of health, 2,500 pellagra sufferers. It is claimed that this number is insignificant as compared with other Southern states, where the extent of the disease's ravages has been kept from the public press, lest immigration be retarded. One Southern state is credited with having 50,000 pellagra patients, while two or three other states are said to have 10,000 each.—Nashville Tennessean.

## PERSONAL

R. S. Roberts is buying grain at the Northland Elevator at Ambrose, N. D.

J. W. Butler of Bloomington, Ill., is in charge of the elevator at Victoria, Ill.

Stanley Hobson has resigned his position at the East Side Elevator in Pecatonica, Ill.

Edward Mericle has resigned as manager of the Farmers' Co-operative Society at Toledo, Iowa.

H. P. Landru, buyer for the farmers' elevator at Melby, Minn., has resigned and will go to Canada.

James Herley has succeeded George O'Connor as manager of the Farmers' Elevator at Cartersville, Iowa.

J. Murphy of Murdock, Minn., has taken charge of the elevator at Holloway, Minn., succeeding H. W. Buchanan.

C. K. Templeton, formerly with the Itasca Elevator Co., of Duluth, Minn., is now with Nye, Jenks & Co., Chicago.

Joseph Holset, agent for the Cargill Elevator at Luxemburg, Wis., recently sprained his ankle falling on an icy walk.

D. T. Crumbaker of Fairbury, Ill., has moved to Healey, Ill., where he will be in charge of the Healey Farmers' Elevator.

A. L. Horner of Saybrook, Ill., has assumed the management of the Cooksville Grain Co.'s elevator at Cooksville, Ill.

Ross Lowe, agent for the Van Dusen Co. at Claremont, Minn., has resigned his position and will go to northeastern Kansas.

Anton Poliske of Millerville, Minn., has accepted a position at the elevator of the Andrews Grain Co., located at Brandon, Minn.

Frank A. Krieger, secretary of the Hadden Grain Co. of Milwaukee, was married to Miss Inez Pearson at Peoria, Ill., recently.

Frank E. Gibbs, a veteran grain inspector of Fort William, Ont., has been appointed chief grain inspector at Winnipeg, Man.

James Tarbutton of Kenton, Ohio, is now in charge of the elevator of Keller, Gebby & Wonders, located at Belle Center, Ohio.

George O'Connor has resigned his position at Cartersville, Iowa, and has accepted a position as manager of the Farmers' Co-operative Society at Toledo, Iowa.

John F. Foster of York, Neb., has taken charge of the Farmers' Grain & Supply Co.'s elevator at Hastings, Neb., succeeding S. J. Owen, who will move to Florida.

Robert Leetch, recently manager of the elevator of the Cooksville Grain Co. at Cooksville, Ill., has resigned and will take charge of the Farmers' Elevator at Colfax, Ill.

H. W. Buchanan of Holloway, Minn., is now in charge of the Northwestern Elevator at Appleton, Minn., succeeding A. V. Kaufman, who leaves on account of his health.

Frank Kasar, formerly manager of the elevator of the Crete Mills at Wilbur, Neb., has resigned and will be succeeded by R. D. Meisenbach.

Henry Pafenbach of Elmore, Ohio, who recently sold his elevator, will move to Toledo, Ohio, but will not engage in business until the spring.

William W. Stone has resigned his position as manager for the Western Elevator Co. at Galbraith siding, Iowa, and will go into another business.

P. J. Shea, who has been in charge of the elevators at Manitowoc, Wis., for the past fifteen years, under both the Northern Grain Co. and the Western Elevator Co., has resigned and will go West for his health.

N. Tani, chief engineer of the South Manchurian Ry. and representing the Japanese government, was in Omaha recently inspecting the elevators and terminal systems of the various grain companies and railroads.

F. W. Shepard of Zenith, N. D., has taken charge of the old Stanton Farmers' Elevator at Stanton, Minn. Charles Zimmerman is assistant at the elevator. The elevator was purchased a short time ago by Shepard & Alexander of Northfield, Minn.

B. W. Wasson, a pioneer member of the Cincinnati Chamber of Commerce, and one of the best known grain merchants in that city, was seriously injured November 24, by falling upon an ice covered pavement. Mr. Wasson is 83 years of age and in feeble health.

J. G. Walters, formerly in the grain commission business at Sioux Falls, S. D., and a resident in Minneapolis before going to Sioux Falls, was sentenced to one year in the penitentiary, November 24, after pleading guilty to the charge of assault with a dangerous weapon.

A. W. Tullis, who has been in charge of the elevator at Xenia, Ohio, belonging to the Dewey Brothers Co., of Blanchester, Ohio, has resigned and entered the grocery business. He is succeeded by George

Schaffer, who has been in the employ of the same company at Lynchburg for several years.

John Ewen has been appointed as an assistant to Edward Hulterstrom, the manager of the Farmers' Grain Elevator at Bancroft, Iowa.

Walter I. Hooker has resigned his position with the King Elevator Co. at Geddes, S. D., and has opened the South Dakota Grain Elevator, called the Blue Elevator, also at Geddes.

Charles Gustafson, formerly employed by the Heising Elevator Co., at Northwood, N. D., has been employed as grain buyer by the Northwood Mill & Light Co. Since his former employment in Northwood he has been a grain buyer at Grand Forks and other places in the state.

## EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of October, 1911, and for the ten months ending with October, 1911, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	Oct. 1911		TEN MONTHS, ENDING OCT.	
	1910	1911	1910	1911
<i>Exports—</i>				
Barley, bu.	1,303,868	132,897	4,552,534	3,386,459
Buckwheat, bu.	91	63,997	40	40
Corn, bu.	3,586,566	2,934,399	35,168,952	55,209,002
Corn Meal, bbls.	28,041	42,033	274,538	416,575
Oats, bu.	378,269	206,268	1,805,607	1,650,612
Oatmeal, lbs.	1,584,569	906,189	10,163,400	27,128,909
Rice, lbs.	433,660	2,1,7,688	7,291,099	32,545,493
Rye, bu.	25	536	17,262	4,307
Rye Flour, bbls.	392	204	3,912	3,790
Wheat, bu.	3,260,549	3,350,200	18,343,725	27,285,729
Wheat Flour, bbls.	931,185	1,116,227	6,395,922	9,219,215
Bran, Millfeed, etc., tons.	4,262	14,726	41,165	87,108
Dried Grains, etc., tons	4,653	4,815	59,038	69,365
Rice bran and polish, lbs.	1,890,344	1,898,876	9,502,086	5,858,674
Total Breadstuffs	\$11,542,235	\$12,349,152	\$86,419,033	\$114,740,992
Glucose and Grape Sugar, lbs.	12,837,313	20,024,543	142,241,702	157,127,273
Hay, tons.	6,738	5,275	43,901	41,990
Oil Cake and Oil-Cake Meal:				
Corn, lbs.	5,737,167	5,361,191	50,362,808	67,109,067
Cotton Seed.	61,857,073	153,853,971	481,104,241	652,284,287
Flaxseed or Linseed lbs.	33,856,867	28,818,556	545,042,012	408,373,315
Vegetable Oils:				
Corn, lbs.	1,477,835	2,948,710	10,467,820	24,087,942
Cotton Seed, lbs.	6,535,471	26,107,668	121,986,269	212,908,942
Linseed, gals.	15,319	14,352	136,441	167,507
Clover Seed, lbs.	678,920	377,058	3,806,546	2,086,659
Timothy Seed, lbs.	550,857	1,223,309	17,188,197	6,634,104
Cotton Seed, lbs.	539,282	5,287,528	16,215,604	16,065,406
Flax Seed, bu.	20	10	4,197	900
Other Grass Seed, val. Beans, etc., bu.	\$61,737	\$22,902	\$342,218	\$307,983
	28,705	33,878	253,082	245,911
<i>Imports—</i>				
Corn, bus., since July 1, 1911.....	107	741,212	5,859	5,859
Oats, bu.....	790	435	86,413	86,413
Wheat, bu.....	1,835	243,429	141,709	748,997
Wheat Flour, bbls.....	12,012	7,286	157,598	101,604
Rice, lbs., January to June.....			43,731,904	
Uncleaned, including paddy, lbs.	{ 5,919,907	2,903,443	70,837,425	14,787,369
Cleaned, lbs.		1,546,405		3,984,388
Rice, Flour, Meal, etc., lbs.	11,705,365	7,851,875	123,839,197	107,308,569
Castor Beans, bu.	52,898	101,412	506,032	825,109
Clover Seed, lbs.	1,295,409	1,522,866	13,784,617	22,403,980
Other Grass Seeds, lbs.		1,716,858		7,155,507
Flax Seed, bu.	563,033	96,554	6,405,983	6,844,786
Beans, etc., bu.	154,215	23,845	769,508	760,648

## EXPORTS OF FOREIGN MERCHANDISE.

Oats, bus.....	4	.....	52,304	3,350
Rice, lbs., January to June.....			3,497,052	
Uncleaned, including paddy, lbs.	{ 388,444	425,414	{ 5,939,546	2,710,144
Cleaned, lbs.				
Rice Flour, etc., lbs.	10,191	20	11,901	16,371
Wheat, bus.....	108	20	138,178	20
Wheat Flour, bbls.....		33	31	41
Flax Seed, bu.....			21,919	88,040
Clover Seed, lbs.				29,984
Other Seeds, lbs.		29,984		29,984
Beans, bus.....	1,711	5,079	20,426	19,921

The Nashville transit case is now before the Commerce Court on appeal from the Commission; evidence was taken on Nov. 27-29. On Nov. 27 an order was issued granting authority to the Illinois Central Railroad and the Tennessee Central to establish proportional reshipping rates for the transportation of grain and grain products from Louisville and from points of origin specified in the Illinois Central Tariff No. 1495 to Nashville on the same basis as rates of this character are in effect via Louisville & Nashville. These rates will be lower than rates concurrently in effect to intermediate points. The application of Nashville is based upon the desire of the petitioners to establish via the longer route the same rates as are in effect via competing lines, the rates of which do not conform to the provisions of the fourth section of the commerce act, but are protected as to such rates by application filed with the commission on or before Feb. 17, 1911, which have yet to be acted on.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of November, 1911:

BALTIMORE—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,306,469	775,996	1,103,697	442,542
Corn, bushels.....	456,345	539,125	106,601	539,190
Oats, bushels.....	48,294	110,218	600	130
Barley, bushels.....	1,197	.....	.....	.....
Rye, bushels.....	104,098	88,425	.....	.....
Timothy Seed, bus.		3,743	.....	.....
Clover Seed, bus.	1,015	1,258	.....	681
Hay, tons.....	5,176	5,243	888	959
Flour, bbls.....	149,977	206,123	96,386	87,019

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

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Hay, tons.....	5,176	5,243	888	959

# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

The new elevator at Fletcher, Ill., is almost completed.

The elevator at Florence, Ill., is being pushed to completion.

Work on the new elevator at Avon, Ill., is progressing rapidly.

The new elevator at Edelstein, Ill., is completed and handling grain.

New machinery will be installed in the Stombaugh Elevator at Abingdon, Ill.

The elevator of C. F. Meyers, south of Frankfort, Ill., is practically completed.

J. A. Vincent of Odell, Ill., has replaced his steam power with a gasoline engine.

The addition to the Neola Elevator at Stillman Valley, Ill., is practically completed.

The Magee Grain Co. is installing a large corn sheller in the elevator at Cairo, Ill.

West Brothers Grain Co. is installing a feed grinder in the elevator at Manteno, Ill.

William Courtner has bought the grain business of C. E. Coyner & Co., at Middlegrove, Ill.

J. V. Shaughnessy of Marseilles, Ill., has let the contract for the erection of a grain warehouse.

W. A. Frazer & Co., Galva, Ill., have just installed a 40 foot Constant "Safety" Ball Bearing Man-lift.

Luxton & McCord of East Lynn, Ill., have equipped their elevator with two Self-Locking Rail Dumps.

W. J. Sullivan has installed a Hall Signaling Grain Distributor in his elevator at New Holland, Ill.

The Plainfield Grain Co. is erecting a new house at Canton, Ill. It will be in charge of Charles Wright.

The elevator at Kerrick, Ill., damaged by the storm of November 13, has been put back on its foundations.

The Elevator Company of Burnside, Ill., has expended about \$1,200 in improvements during the past month.

J. H. Dole & Co. of Chicago, have equipped their elevator at Avon, Ill., with the Constant Safety Wagon Dump.

Ira Rigidon, the receiver appointed for the Galesville Grain Co., has announced that the elevator of the company is for sale.

J. R. Titus has sold his grain business at Flagg, Ill., to Carolus & Grimes of Sterling, Ill., who have already taken possession.

Tallula Farmers' Elevator Co., Tallula, Ill., have installed a 50 foot Constant "Safety" Ball Bearing Man-lift in their elevator.

The Farmers' Elevator Co. of Ocoya, Ill., have installed a 60 foot Constant "Safety" Ball Bearing Man-lift in their elevator.

Bankert & Son of Newman, Ill., have installed one B. S. C. Chain Drag to automatically handle the grain a distance of 112 feet.

John V. Griggs & Sons of St. Francisville, Ill., have equipped their plant with the second Constant "Safety" Ball Bearing Man-lift.

Camp Grove Farmers' Elevator Co., Camp Grove, Ill., have installed a 43 foot Constant "Safety" Ball Bearing Man-lift in their elevator.

F. R. Ludwig of Champaign, Ill., took pity on his operator at Watkins, Ill., and installed a 50 foot Constant "Safety" Ball Bearing Man-lift.

The new elevator of the Frederick Grain Co. at Clarence, Ill., is nearing completion. It will be 95 feet high and have a capacity of 50,000 bushels.

W. J. Sullivan of New Holland, Ill., became tired of climbing stairs and has equipped his elevator with a 57 foot Constant "Safety" Ball Bearing Man-lift.

John Wren of Roanoke, Ill., has added a new stand of elevators to his house. The B. S. Constant Co. of Bloomington, Ill., furnished the machinery.

The Hasenwinkle Grain Co. of Bloomington, Ill., have added an annex to their elevator at Heyworth, Ill. The B. S. Constant Co. furnished the machinery.

J. S. Cameron of Elliott, Ill., is making improvements at his elevator, and placed his order for the machinery with the B. S. Constant Co. of Bloomington, Ill.

The Elmore-Schultz Grain Co. has been incorporated at Ashland, Ill., with a capital stock of \$50,000, by W. A. Thompson, John Schultz, V. C. Elmore and M. J. Murray.

The Horner Elevator & Mill Co. of Lawrenceville, Ill., have equipped their elevator with a No. 12 Standard U. S. Corn Sheller and a Mattoon Pneumatic Car Loader and Cleaner. The machinery was

furnished by the B. S. Constant Co. of Bloomington, Ill.

The B. S. Williams' elevator at Sheffield, Ill., is equipped with two "Safety" Self-Locking Rail Dumps, which absolutely prevents horses from getting into the sink.

Frank Weidlock of Springfield, Ill., has equipped his elevator with B. S. C. Chain Drags and Feeders. The Burrell Engineering & Construction Co. of Chicago had the contract.

The Wabash County Farmers' Exchange has been incorporated, with a capital stock of \$2,000. The company has its headquarters at Mount Carmel, and will probably sell grain.

The Lee Center Farmers' Elevator Co. has been incorporated at Lee Center, Ill., with a capital stock of \$10,000. The principal incorporators are A. F. Jeanblanc, C. W. Ross and F. N. King.

J. E. Hawthorne's new elevator at Fletcher, Ill., is equipped with a 35 foot Constant "Safety" Ball Bearing Man-lift. The Newell Construction Co. of Cedar Rapids, Iowa, has the contract.

The E. W. Helper Feed & Coal Co. of Granite City, Ill., have equipped their elevator with a 50 foot Constant "Safety" Ball Bearing Man-lift. McAllister & O'Connor of Chicago had the contract.

The Virden Grain Co. of Virden, Ill., have equipped their elevator with a Reliance Automatic Scale and a new stand of elevators, furnished by the National Automatic Scale Co. of Bloomington, Ill.

The Cadwell Grain Co. of Cadwell, Ill., has been incorporated with a capital stock of \$15,000. The new company is headed by S. L. Seass, J. A. Miller and V. H. McDonald, and will deal in grain, hay, food and feedstuffs.

A new elevator, coal and lumber yards are to be erected at Hinckley, Ill., immediately, to take the place of the elevator and buildings destroyed by fire. The Neola Company expects to have the elevator operating within sixty days.

The elevator which is being built for the Lincoln Grain Co. at Lawndale, Ill., by the Burrell Engineering & Construction Co. of Chicago, will be equipped with a 50 foot Constant "Safety" Ball Bearing Man-lift and a B. S. C. Chain Drag and Feeder.

J. T. Cox has been elected president of the newly organized Farmers' Grain Co. of Fairbury, Ill. F. S. Corkhill is the vice-president, H. W. Peace, secretary, and G. B. Crouch, treasurer. The purchase of an elevator is now contemplated by the company.

Dare & Layton of Chesterville, Ill., are making a number of improvements in their elevator. The B. S. Constant Co. of Bloomington, Ill., furnished the machinery, which includes their No. 15 U. S. Grain Cleaner, one stand of elevators and one B. S. C. Chain Drag and Feeder.

John M. Leib & Son of Edgewood, Ill., have equipped their elevator with one No. 4 U. S. Fan Discharge Corn Sheller, one No. 21 U. S. Double Grain Cleaner, one B. S. C. Chain Drag and Feeder, one steel tank, all of which was furnished by the B. S. Constant Co. of Bloomington, Ill.

The newly organized Farmers' Grain Elevator Co. of Manhattan, Ill., has elected directors, and will proceed with plans for obtaining an elevator. The new company is capitalized for \$10,000 and will probably have to build an elevator at Manhattan, as the directors were unable to purchase the Ferris Grain Elevator.

The Darrow Farmers' Grain Co. of Darrow, Ill., a station south of Sheldon, Ill., are making extensive improvements in their plant. The machinery was furnished by the B. S. Constant Co. at Bloomington, Ill., which included seven of their U. S. Friction Clutches, B. S. C. Chain Drags and Feeders, one elevator stand with 16x7 inch buckets with rope drive.

The Webber Elevator at Padua, Ill., has been improved by the addition of new machinery, automatic scales, and a gravity loading spout. The engine house has been replaced with a concrete building, and the elevator roofed with iron. The B. S. Constant Co., Bloomington, Ill., furnished the machinery.

A floating grain drier of large capacity is being installed by the Armour Grain Co. at Chicago, Ill. It will cost about \$100,000, and will be the first of its kind ever operated in Chicago. It will greatly increase the operating capacity of the company's elevators and will be a convenience in handling damp grain. A floating drier is being operated by the Armour Grain Co. in New York City.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, reports the following changes: Hall, McClure Co., to McClure Commission Co., Peoria, Ill.; Oscar Jones, to Hartley Elevator Co., Chrisman, Ill.; C. A. Davis, to F. A. Warren & Co., Duval, Ill.; Sells, Burkhart & Rice, to Sells & Rice, Ellis, Ill.; Weedman & Parrott, to O. H. Rink, Fullerton (mail, Farmer City), Ill.; Frank Godwin, to C. E. Davis, Dalton City (mail, Arthur), Ill.; Lane & Hendrix, to East & Boyce, Lane, Ill.; Gilmore & Boies, to Boies & Castle, Gridley, Ill.; Porter

field Brothers, to F. B. Scott, Sidney, Ill. The change reported last month at Dalton City, of the Farmers' Elevator Co., to C. E. Davis, failed, and the Farmers' Elevator Co. is still in business.

The Latham Grain Co. of Latham, Ill., is erecting an elevator at Latham. The elevator will be about 85 feet high and will be modern in every respect. The house will be equipped with a Richardson Automatic Scale, a car puller, man lift and elevator. The officers of the company erecting the elevator are: W. S. Richey, president; O. E. Reiterman, vice-president, and W. L. Ganes, treasurer.

McFadden & Co. are rebuilding their elevator at Havana, Ill., which burned recently, and have it about completed. It is equipped with special grain handling machinery manufactured by the B. S. Constant Co., Bloomington, Ill., which includes a 110 foot "Safety" Ball Bearing Man-lift, one No. 2 U. S. Corn Sheller with Friction Clutch Pulley, one No. 24 Double U. S. Grain Cleaner and one B. S. C. Chain Drag and Feeder.

The superintendent of the Waukegan plant of the Corn Products Refining Co. shut down the plant December 1, in accordance with orders from the heads of the company in New York. Five hundred men will be thrown out of work temporarily. No reason was given for shutting down, but it is common knowledge that the company has been producing in excess of its orders and that as business is dull at this time the company decided to shut down for a time. The plant is expected to be running shortly after the first of the year.

## MISSOURI, KANSAS AND NEBRASKA.

The Wiechen Elevator at Robinson, Kan., is being remodeled.

The Ashbury Elevator at Ashbury, Kan., will be in operation soon.

N. L. Amick has sold his mill and elevator at Tyro, Kan., to the Tyro Supply Co.

The elevator at Peabody, Kan., is being repaired by the Stevens Scott Grain Co., of Wichita, Kan.

Charles Kerr of Asbury, Mo., has installed a No. 14 U. S. Fan Discharge Corn Sheller in his elevator.

Gardner & Anderson of DeSoto, Kan., are installing a 49-foot Constant "Safety" Ball Bearing Man-lift in their elevator.

L. H. Powell & Co., of Wichita, Kan., have leased the elevator at Benton, Kan., and are putting it in condition for operating.

W. B. Banning has sold his elevator at Union, Neb., to William Mueller of Elmwood, Neb., who will take possession January 1.

The Bellevue Grain Co., of St. Marys, Kan., met recently to authorize the closing out of the company's business and the sale of the elevator.

The Nelson Grain Co., of Kansas City, Kan., have moved into its new warehouse in Kansas City. The building is three stories high and cost \$85,000.

J. H. Dougan, of Topeka, Kan., has bought the Farmers' Elevator at Belvue, Kan. He now owns elevators at Belvue, Perry and Harveyville, Kan.

H. A. Nolte has completed his fireproof elevator at Elkhorn, Kan. After losing three elevators of frame construction, he has built this one of concrete and steel.

John H. Lynds, of Kansas City, Mo., has bought the Ware Elevator at Severance, Kan., and will operate it in connection with his mill at White Cloud, Kan.

The Droege Elevator Co., of Council Bluffs, Neb., have bought a warehouse in the city from the Minneapolis Threshing Co. The building will be remodeled at once.

The Holmquist Grain and Lumber Co. have equipped their elevator at Thurston, Neb., with 140 Omaha Elevator Buckets, made by the Hall Distributor Co., Omaha, Neb.

The John H. Lynd Mill & Elevator Co. of White Cloud, Kan., has installed at the company's elevator at Severance, Kan., a U. S. Fan Discharge Corn Sheller and the B. S. C. Chain Drag and Automatic Feeder to feed it.

The Lawrence Grain and Produce Co. has succeeded to the business formerly conducted by W. H. Pendleton, who has left the business and will go into other lines. The new firm is composed of C. L. Elwell and Park Hetzel, both of Lawrence, Kan.

Louis Kreeck of Bonner Springs, Kan., has begun the erection of a grain elevator at North Lawrence, Kan. The new house will be 100x40 feet and about 40 feet high, and will have a capacity of 20,000 bushels. A number of Lawrence men are interested in the elevator with Mr. Kreeck.

The new merger of flour mills in Kansas will make Wichita, Kan., the headquarters of the executive officers. It has been proposed to erect a 1,000,000-bushel elevator at Wichita in order to take care of wheat when it is moving. At present wheat is shipped to Kansas City and then back to Wichita, causing a double freight charge. Emmett V. Hoff-

man, who has been elected third vice-president of the merged concerns, will be at the head of the elevator and grain department. Senator T. A. Nofsgjer of Anthony, Kan., will be the general traffic manager.

Farmers in the northern part of Brown county, Kausas, are organizing a farmers' elevator company with a capital stock of \$4,500. The company plans to build an elevator at Padonia station, near Hiawatha, Kan. C. A. McCoy, James Harding and James Brigham are at the head of the new concern.

The business of McDowell & Mendenhall, operating the Fairbury Roller Mills, Fairbury, Neb., has been reorganized under the name of the Fairbury Mill & Elevator Co., with a capital stock of \$55,000. The Mendenhall interest was purchased by E. H. Berry and E. H. Mohrbacher. W. E. Lee is manager of the company.

Morrow & Taaffe, millers at Carthage, Mo., have sold two of their elevators. The elevator at Girard, Kan., has been sold to J. W. Reckaway of Girard for \$6,500, and the elevator at Benlah, Kan., was sold to Christian Hitz, of Girard, for \$2,500. Morrow & Taaffe are still interested in the milling business at Carthage, Mo., and own other elevators.

The Conlee-Arthur Elevator at Beatrice, Neb., was recently sold to the Derby Grain Co. of Sabetha, Kau. The purchasing company owns a line of elevators along the Rock Island between Beatrice and Horton, Neb., at Powhattan, Sabetha and Bern, Kan., and Meyberry, Lewistown and Beatrice, Neb. R. S. Arthur will remain in charge of the elevator at Beatrice.

#### IOWA.

The elevator at Kanawha, Iowa, has installed another scale.

Turner Brothers are erecting an elevator at Atlantic, Iowa.

An elevator is in course of construction at Morton's Mills, Iowa.

A. Coppock has sold his elevator at Humeston, Iowa, to Dennis & Poland.

M. A. Fischer has installed a gasoline engine in his elevator at Kinross, Iowa.

Flynn Brothers' elevator at Allison, Iowa, is completed and ready for business.

The elevator at Nora, Iowa, has been purchased by A. B. Meyers of Wellman, Iowa.

The 15,000-bushel elevator at Williamsburg, Iowa, is completed and in running order.

The Squires Grain Co. of Bondurant, Iowa, is building an elevator at Commerce, Iowa.

J. E. Stockdale has sold his elevator at Morrison, Iowa, to P. R. Frazier & Co. of Manson, Iowa.

Peter Jensen has sold his grain business at Eldora, Iowa, to H. A. Schmitt of Wellsburg, Iowa.

Orville Lee has erected an elevator on his farm near Sac City, Iowa. The power used is electricity.

The Farmers' Grain Co. of Racine, Iowa, has amended its articles of incorporation and increased the capital stock to \$10,000.

The Farmers' Co-operative Elevator Company of Woden, Iowa, has bought the elevator site of the Iowa Grain Co. The Iowa house will be wrecked.

The Newell Construction Co. of Cedar Rapids, Iowa, is equipping the Williamsburg, Iowa, elevator with a 50-foot Constant "Safety" Ball Bearing Man-lift.

Virden & Pritchell have bought a half interest in the Heath & Dix Elevator at Rowan, Iowa. The elevator is being repaired and put in shape to receive grain.

The Newell Construction Co. of Cedar Rapids, Iowa, is equipping the new elevator at Titonka, Iowa, with a 45-foot Constant "Safety" Ball Bearing Man-lift.

The new elevator of F. Hoese of Merrill, Iowa, located at Brunsville, Iowa, is nearly completed. Some of the concrete work was delayed on account of the cold weather.

Foley Brothers of Nichols, Iowa, have equipped their wagon dump with the Eclipse Automatic Dump Controller, furnished by the B. S. Constant Co. of Bloomington, Ill.

The Newell Construction Co. of Cedar Rapids, Iowa, is building an elevator at Center Point, Iowa, and equipping it with a 47-foot Constant "Safety" Ball Bearing Man-lift.

P. H. Ibings of Parkersburg, Iowa, will build an elevator on the line of the Western Railway, near station 7-4. The railroad will build a siding to the elevator in the near future.

The New London Farmers' Elevator Co. of New London, Iowa, has placed a Roller-Bearing Overhead All-Iron Wagon-Dump made by the B. S. Constant Co., Bloomington, Ill., in the driveway of the elevator.

Work has commenced on the new elevator of the Iowa Grain Co. at Titonka, Iowa, to replace the one destroyed by fire recently. The company's house

at Woden is being wrecked and much of the material in the Woden elevator will be used at Titonka.

A. J. Froning of Sheffield, Iowa, has re-leased the Froning Elevator at Grundy Center, Iowa, to C. L. Kinney. The new lease is to run for three years.

The Farmers' Co-operative Grain and Live Stock Co. of Center Point, Iowa, has just been incorporated with a capital stock of \$10,000. The company will deal in coal, grain, feed, implements and sell farm products.

H. J. Hutton was elected president; L. B. Kellogg, vice-president, and H. P. Guiney, secretary and treasurer of the Terminal Elevator Company of Sioux City, Iowa, at a recent meeting. Directors were also elected.

The Truesdale Farmers' Elevator & Supply Co. has been incorporated at Truesdale, Iowa. The new company is incorporated with a capital stock of \$20,000, by G. R. Fanning, A. J. Miller, William Bice, Thomas Carney and others.

The Brainard Farmers' Co-operative Co. has filed articles of incorporation in Iowa. The new company is capitalized for \$10,000, and is incorporated by farmers about Brainard, Iowa, among whom are R. W. Helms, W. S. Smith and W. M. Grimes.

#### SOUTHERN AND SOUTHWESTERN.

J. E. Seay has opened a grain and feed house at Buechel, Ky.

E. W. Ammerman and David Clark will go into the coal and grain business at Millersburg, Ky.

The Semple Feed Co. of Oklahoma City, Okla., will equip their elevator with a Hall Signaling Grain Distributor.

A. Eidelbach of New Braunfels, Texas, is contemplating building a grain elevator at Corpus Christi, Texas.

Callahan & Son, grain dealers of Louisville, Ky., have sold out their flour business and will handle grain exclusively hereafter.

The Porter Grain Co. of Macon, Ga., has been incorporated, with a capital stock of \$25,000, by C. C. Porter, W. H. Jones and Jesse Harris.

Eugene E. Thomas of Newkirk, Okla., is in the market for second-hand machinery for elevator and feed grinding outfit, including power.

The A. B. Crouch Grain Co. of Temple, Texas, has incorporated, with a capital stock of \$20,000, by A. B. Crouch, J. B. Pool and H. K. Black.

The Porter Grain Co. of Macon, Ga., has been incorporated with a capital stock of \$25,000. The incorporators are C. C. Porter, W. H. Jones and Jesse Harris.

Contract has been let for the new elevator of the Arkansas Warehouse Co., at Argenta, Ark. It will be of 30,000 bushels capacity and will cost approximately \$15,000.

#### EASTERN.

A new elevator of 20,000 bushels' capacity is being erected at the Godshall Mill, Lansdale, Pa.

The Husted Milling & Elevator Co., Buffalo, N. Y., has changed from steam to electric power.

Phillips, Bates & Co., grain dealers at Hanover, Mass., are contemplating the purchase of one or more auto trucks for use in their business.

H. J. Sanford has completed his new elevator at Potsdam, N. Y., and the house is now receiving grain. The new elevator has a capacity of 20,000 bushels.

The Marine Elevator at Buffalo, N. Y., will not be opened this season, as announced, because of delays in getting machinery, and other troubles. Efforts were made to get the elevator opened owing to the increased receipts.

Business men at Warren, Pa., headed by W. G. Jenkins, will form the Warren Grain & Elevator Co., capitalized for \$75,000, and will build an elevator somewhere in the West. The company has not yet made its plans public.

M. T. Kearney, A. M. Slater and E. M. Kennedy, all of Pittsburgh, Pa., have filed articles of incorporation in Delaware, for the Dormont Ice and Coal Company of Pittsburgh, Pa. The company will deal in coal, ice, lumber, grain and feed.

The new receiving elevator at Ogdensburg, N. Y., is nearing completion. The cupola will make the height of the house nearly 180 feet. It is expected that the concrete work will be finished in time to allow the elevator to commence operations this year.

George C. Jager and Roy V. Harper of J. W. Smith & Co., and T. J. Ellwood of R. D. Ellwood & Co., all of Pittsburgh, Pa., have bought the property of the Pittsburgh Elevator Co., a firm owned by the Morton Hay & Grain Co. The purchasers have formed a company which will be known as the Exchange Elevator Co., and be incorporated within a short time. Title to the property will be held by the new company. The buildings on the property were erected four years ago at a cost of about \$30,

000 and include an elevator with a capacity of 80,000 bushels and hay sheds capable of handling 50 cars daily. The purchasers contemplate making improvements that will double the capacity of the elevator and triple the capacity of the hay sheds.

The Passaic Feed Co. of Passaic, N. Y., has filed articles of incorporation, with a capital stock of \$50,000. The incorporators of the new company, which will deal in hay, flour, feed and grain, are: F. J. Seltmann, J. F. Seltmann and O. R. Seltmann, all of Passaic.

The Dean-DeLamater Co. of Auburn, N. Y., recently became consolidated with W. H. Dwyer & Co. of Montreal, Que., and Ottawa, Ont., and their further business will be under the name of the Consolidated Hay and Grain Co., with main offices at Auburn, N. Y.

#### MINNESOTA AND WISCONSIN.

There is a possibility of a new farmers' elevator at Borup, Minn.

Workmen are busy at the New Prairie elevator at New Prairie, Minn.

The Farmers' Elevator at Wykoff, Minn., is completed and receiving grain.

Work has commenced on the new farmers' elevator at LeSueur Center, Minn.

The Dennison Elevator Co. has purchased the Amenia Elevator at Dennisou, Minn.

The farmers' elevator at Louisburg, Minn., is making repairs and a number of improvements.

The Hunting Elevator Co. is planning to erect a new elevator near Mapleton, Minn., next spring.

The Milwaukee Elevator Co. is building an addition to the elevator at Oconomowoc, Wis., to cost about \$2,000.

Johnson & Palmquist have closed their elevator at Melby, Minn., and are now buying grain for the farmers' elevator.

The farmers about Trail, Minn., and Lambert, Minn., are organizing and intend to form a farmers' elevator company.

The Houston Co-operative Elevator Co. has been incorporated at Houston, Minn., and began business the first of December.

The Rock Island Elevator at Owatonna, Minn., has been closed by the owner, Leonard Virtue, because of the poor crops in the vicinity.

T. E. Ibberson of Minneapolis, Minn., equipped the elevator at Bay City, Wis., with a 45-foot Constant "Safety" Ball Bearing Man-lift.

Farmers about Glencoe, Minn., are agitating for a co-operative company. The new company plans to buy or build an elevator near Glencoe.

The Chicago & North Western Railroad is erecting an elevator at Randolph Center, Wis., and will lease it to some local buyer as soon as it is completed.

The Cylon Grain Elevator at New Richmond, Wis., has been purchased by the Western Elevator Co. of Winona, Wis., for \$2,500. The new company is capitalized at \$6,000.

The Horlicks Malted Milk Co. of Racine, Wis., is equipping their new plant with a 90-foot Constant "Safety" Ball Bearing Man-lift. The Macdonald Engineering Co. of Chicago, Ill., has the contract.

A. W. Headrick has purchased the Argyle elevator of the Interstate Grain Co. of Minneapolis, located at Argyle, Minn. Mr. Headrick is at present the manager of the Farmers' & Merchants' Elevator at Argyle.

A number of farmers about Newfoden, Minn., are organizing a farmers' elevator company and will probably build in the spring. Tom Kolstad, Ole Kjelle and Charles Johnson are at the head of the organization.

The Erskine Farmers' Club of Erskine, Minn., has solicitors out to sell shares in a farmers' elevator company. As yet no definite report has been made and it is not known whether the farmers will build an elevator there or not.

The Farmers' Elevator Co. of Roseau, Minn., is planning to build an elevator at Warroad, Minn., next spring, and possibly one at Salo, Minn. The company has issued \$5,000 worth of new stock, and it is fully expected that the improvements will be made.

W. Z. Sharp and F. J. Cramer, operating under the firm name of Sharp & Cramer, are to reopen the Plymouth Elevator at St. Peter, Minn. F. J. Cramer was recently in business at Coulton, S. D. The Plymouth Elevator has been closed down ever since the Plymouth Elevator Co. went into the hands of a receiver.

The farmers in the western part of Pope county, Minn., are building an elevator on the Northern Pacific Railroad between Starbuck and Cyrus, Minn. The farmers hitherto have been forced to market their grain at a distance. The new elevator is expected to be ready before the last of the year, and will have a capacity of 25,000 bushels. A company has been formed with a capital stock of \$10,000,

and J. T. Hogy has been elected president, and O. S. Ronnie, treasurer.

The building inspector of Milwaukee has ordered the Chicago & North Western Railroad to raze the ruins of the old Angus Smith Elevator in Milwaukee, as the portion of the burned elevator still standing is considered dangerous.

The Speltz Coal and Grain Co. of Albert Lea, Minn., is planning to move into larger quarters, and has bought land near the Rock Island Railroad station, so as to afford better shipping facilities and in order to concentrate the business, as the coal sheds and grain houses are now quite a distance from each other.

#### WESTERN.

An elevator is planned for Bosler, Wyo.

Work on the new elevator at Yellowstone, Mont., is progressing rapidly.

J. A. Arbogast has sold his elevator at Glendive, Mo., to the newly organized Farmers' Grain Co.

The Escondido Lumber, Hay and Grain Co., Escondido, Cal., has installed a gasoline engine to grind feed.

As soon as a site can be purchased the Valley Mercantile & Lumber Co. will build a grain elevator at Savage, Mont.

The Gate City Elevator Co. of Glendive, Mont., will build an elevator at Savage, Mont., to be ready before the close of the year.

William Leonard is moving his grain warehouse at New Soldier, Idaho, and will double the capacity of the building. The building has been leased for the use of the Frontier Grain Elevator Co., of Denver, Colo.

The San Jacinto Commercial Co. of San Jacinto, Cal., has purchased the business of the San Jacinto Feed and Fuel Co., and will now deal extensively in hay and grain. The company has leased a warehouse at San Jacinto and will enlarge in the future.

The Western Grain and Lumber Co. is buying wheat at the new town of Hilger, Mont., but as yet has no elevator at that place. It is expected that the company will build a large elevator in the spring. At present there are three elevator companies operating in or near Hilger, but as yet there is no elevator in the town.

The Spokane Warehouse Co. of Spokane, Wash., is contemplating the erection of a number of elevators through Idaho. One will be built in the near future at Hailey, Idaho, and possibly others at Swedenborg, Soldier, Corral, Prairie City, and one at the terminus of the new branch of the Central Idaho Railroad, ten miles from Prairie City.

D. A. Freeman and A. J. Coates of Miles City, Mont., Charles McCrossen and E. J. Berry of Glendive, Mont., and C. E. Glasspool of St. Paul, Minn., have incorporated ten farmers' elevator companies in Montana, each with a capital stock of \$20,000, \$5,000 paid in. These companies will do business in Intake, Ridgelawn, Crane, Stipek, Glendive, Burns, Sidney, Savage, Newlon and Fairview, all in Dawson county, Montana.

The farmers of the Willow Creek section of Gallatin county, Mont., have organized and will conduct an elevator at Willow Creek, Mont. It was decided to incorporate under the laws of Montana with a capital stock of \$25,000, \$5,000 paid in. John Walbert is president of the new organization, Cromwell West, secretary, and Enoch Tinsley, treasurer. An elevator with a capacity of 30,000 bushels will be built along the line of the Milwaukee Railroad and it is expected that the new concern will be in full operation in the spring.

#### OHIO, INDIANA, MICHIGAN.

A farmers' elevator is being talked of around Caro, Mich.

T. C. McClintock is building a grain house at Feedspring, Ohio.

The Ohio Milling Co. will build an elevator at Lupton, Mich., in the spring.

P. L. Perkins has installed electric lights throughout his elevator at Merrill, Mich., furnishing his own power.

The J. P. Burroughs Co., of Flint, Mich., has bought the Stockbridge Elevator at Otter Lake, Mich.

The Farmers' and Gleaners' Elevator Co. has been incorporated at Shepherd, Mich., with a capital stock of \$10,000.

The Menominee Milling Co., of Menominee, Mich., is contemplating the erection of an elevator in the near future.

The Macdonald Engineering Co. of Chicago, Ill., is installing a 90-foot Constant "Safety" Ball Bearing Man-lift for the Evans Milling Co., Indianapolis, Ind.

The Co-operative Elevator Co. has been organized at Liberty Center, Ohio, with John A. Wright as manager. The company is capitalized at \$10,000, and will engage in the grain, coal and live stock

business. The incorporators are: John A. Wright, H. E. Wright, Ivan W. Wright, E. C. Wright and M. A. Wright.

W. F. Starz & Co. of Fowler, Ind., have bought a No. 2 U. S. Fan Discharge Corn Sheller for their elevator at Barce, Ind.

The Farmers' Grain & Supply Co. of Camden, Ohio, have commenced the erection of a new elevator at Camden, Ohio.

The Woodbury-Elliott Grain Co. of Muncie, Ind., are installing a 28-foot Constant Man-lift in their elevator at Bradley, Ind.

John B. Van Wagener of London, Ohio, is contemplating making some changes and additions to his elevator in the spring.

Ballard B. Yates of Williamsport, Ohio, has purchased the elevator at Kinderhook, Ohio, from C. G. Campbell, paying \$4,000.

Botsford & Barrett, located at West Detroit, Mich., have installed a 40-foot Constant "Safety" Ball Bearing Man-lift in their elevator.

The Pierce Elevator Co. of Union City, Ind., has filed notice of an increase in its capital stock by issuing \$25,000 in preferred stock.

The Farmers' Grain Co. of Kinde, Mich., has installed a 59-foot Constant "Safety" Ball Bearing Man-lift in their new elevator.

O. Gandy & Co. of South Whitney, Ind., equipped their dump sink at Mentone, Ind., with the B. S. Constant Chain Drag and Feeder.

Busby & Van Brimer have sold their elevator at North Baltimore, Ohio, to Fred Kalmbach of Francisco, Mich., who is now in charge.

Charles W. Mouch of Newcastle, Ind., has sold his elevator at New Lisbon, Ind., to Joseph Leakey, John Leakey and Charles Luellen.

G. O. Cruikshank has purchased Ruffing & Miller's elevator at Miller City, Ohio. He now owns elevators at Belmore, Hamler and Miller City, Ohio.

The Ohio Hay & Grain Co. have drilled a well for natural gas at their house in Findlay, Ohio, and has a sufficient flow of gas to meet all their power needs.

The Walton Elevator Co. has been incorporated at Walton, Ind., with a capital stock of \$16,000, by W. E. Crane, C. B. Zollman, O. P. Erbaugh, and others.

William M. Bosley of Milroy, Ind., has equipped his elevator with a No. 3 U. S. Fan Discharge Corn Sheller, manufactured by the B. S. Constant Co. of Bloomington, Ill.

The J. Street Milling Co. of LaPorte, Ind., will soon ask for bids for the erection and equipment of a grain elevator on the site recently occupied by their burned elevator.

Jordan Brothers of Vincennes, Ind., are making some improvements on their elevator at Decker, Ind. The B. S. Constant Co. of Bloomington, Ill., furnished the machinery.

The Zorn-Hornung Co. has sold its elevator at Gibsonburg, Ohio, to the recently organized farmers' mutual company. The new company will take possession about the first of the year.

Jenkins & Cohee have installed two of the Constant "Safety" Platform Wagon Dumps in their elevator at Linwood, Ind. The Reliance Construction Co. of Indianapolis, Ind., had the contract.

Cottrell Brothers of Atherton, Ind., have been making extensive improvements and making sure against accidents; have installed four Constant "Safety" Self-Locking Rail Dumps in their driveway.

C. R. Einsel, who sold his elevators at Bloomville and Republic, Ohio, to Miller & Fike, last spring, has purchased an elevator at Plymouth, Ohio, and will move from Bloomville to take possession.

D. L. Brookie of Frankfort, Ind., has equipped his elevator at Monon, Ind., with a 56-foot Constant "Safety" Ball Bearing Man-lift, and two Self-Locking Rail Dumps, made by the B. S. Constant Co. of Bloomington, Ill.

The Millington Hay and Produce Co., which has been operated at Millington, Mich., as a branch of the Vassar Hay & Produce Co., has been sold by the latter company to the Millington branch of the Sioux City Seed & Nursery Co.

D. J. and O. H. Ketcham have dissolved partnership for convenience, and henceforth the coal, grain and feed business at Wayne, Ohio, will be carried on by D. J. Ketcham, while his brother will carry on the other branch of the business.

Edward A. Allen has completed a new elevator at Octa, Ohio, and expects to have it open for business before the close of the year. The elevator has a capacity of 16,000 bushels, and was built to replace one destroyed by fire last fall.

The C. N. Adlard Elevator at Piqua, Ohio, has been purchased by the newly organized Fogt Grain & Mill Co. of Piqua. The president of the new company is J. C. Paul, of Botkins, Ohio, and Charles Fogt is manager and treasurer. The company is incorporated with a capital stock of \$20,000. C. N.

Adlard and W. H. Persinger of Sidney, Ohio, have sold properties to the new company and will be interested.

McAllister & O'Connor, Chicago, Ill., were awarded the contract for the farmers' elevator at Monticello, Ind. It will be equipped with four B. S. C. Drags and Automatic Feeders, one 70-foot Constant Ball Bearing Man-Lift and two "Safety" Platform Wagon Dumps.

The Brady Grain Co. of Payne, Ohio, is forming the habit of keeping duplicate machinery on hand to meet emergencies on a busy day. The B. S. Constant Co. of Bloomington, Ill., has just shipped them a No. 2 U. S. Fan Discharge Corn Sheller to Batson, Ohio, to be ready for any accident to the original sheller.

The Belle Center Elevator, located at Belle Center, Ohio, was sold recently by the owners, Noggle & Baird, to D. C. Keller, Elmer Gebby and George Wonders, for the sum of \$8,000. The buyers now own elevators at Bellefontaine, Huntsville, New Richland and Belle Center. The firm will conduct the business at Belle Center under the name of the Belle Center Grain Co., and will have James Tarbutton of Kenton, Ohio, in charge of their affairs.

Merritt & English are building an elevator at Rosston, Ind. C. A. Brake of Flora, Ind., has the contract, and the B. S. Constant Co. of Bloomington, Ill., furnished the machinery, which includes one No. 23 U. S. Grain Cleaner, and one No. 2 U. S. Fan Discharge Corn Sheller, two Water-Tight Elevator Boots, two "Safety" Platform Wagon Dumps, one 60-foot Constant "Safety" Ball Bearing Man-lift, and one 1,000-bushel Reliance Automatic Scale. The elevator is to be equipped in the near future.

Charles B. Riley, secretary of the Indiana Grain Dealers' Association, reports the following changes in Indiana: Edward Lee & Son, Frankfort, Ind., have sold to Hirsch Brothers Grain Co.; the J. T. Sims Grain Co., Frankfort, Ind., have sold to the Clinton Grain Co.; Thomas Groendyke of Linwood, Ind., has sold out to Jenkins & Cohee of Lebanon, Ind.; the R. P. Moore Milling Co., Patoka, Ind., have sold to Paul Kuhn & Co. of Terre Haute, Ind.; Yoder & Taylor of Shipshewana, Ind., have sold to James Beecher & Co.; Summitt & Piel of Vincennes, Ind., have sold to L. C. Summitt; the Vincennes Elevator Co., of Vincennes, Ind., have sold to Piel & Jordan; Small Brothers of Walton, Ind., have sold to the Farmers' Elevator Co.

#### CANADIAN.

Joseph Beaulac has opened a grain and feed house at Leask, Sask.

The new elevator at Carmangay, Alberta, has been completed, making the third in that town.

A. H. Conn, a dealer in grain, flour and feed at Saskatoon, Sask., has sold out to A. S. Early.

The Goose Lake Grain & Lumber Co. of Goose Lake, Sask., has increased its capital stock to \$200,000.

The Cummings Grain Co. has registered in British Columbia, and is now licensed to do business in that province.

The I. C. R. Elevator at St. Johns, N. B., started up for the season, November 20, and took in over sixty cars of grain the first day.

Fifteen vessels were loaded with 3,095,000 bushels of grain at Fort William, Ont., November 30, the day navigation closed, making a record for that port.

#### THE DAKOTAS.

A new elevator is being built at Battleview, N. D. A farmers' elevator is planned for Hazelton, N. D. The new elevator at Alfred, N. D., is open and receiving grain.

The Farmers' Elevator at Luverne, N. D., is under course of construction.

The new Reliance Elevator at Milbank, S. D., is rapidly nearing completion.

The Northland Elevator at Ambrose, N. D., is now open, and R. S. Roberts is buying grain.

The Waubay Farmers' Elevator Co., of Waubay, S. D., has been declared bankrupt by the federal court.

J. J. Mullaney of Sioux City, Iowa, has bought the Truax Elevator at Jefferson, S. D. The new manager has not yet been selected.

The Nye-Schneider-Fowler Elevator at Winner, S. D., is nearly completed. The coal sheds and office have been completed for some time.

The Farmers' Elevator at Stratford, S. D., which has been closed for some time owing to financial difficulties, has been opened again.

T. E. Ibberson of Minneapolis, Minn., who has the contract for the elevator at Hamlet, N. D., is equipping it with a 51-foot Constant "Safety" Ball Bearing Man-lift.

The Aneta Farmers' Grain Co. of Aneta, Nelson county, N. D., has filed articles of incorporation with a capital stock of \$5,000. The directors of the new company are: N. A. Klaster, A. J. Hurd, R. C. Aasen, J. E. Fodness and T. O. Kuso, all of Aneta.

The company will build, buy and sell elevators, and deal in grain and farm products.

The stockholders of the Berlin Farmers' Co., whose elevator recently burned, have decided not to disband, and it is probable that the company will rebuild in the spring.

Stock in the new farmers' elevator company that is being organized at Arthur, N. D., is selling rapidly. The preferred stock has been sold and the company is now out of debt and the elevator property is clear.

J. E. Cary, who has leased the Cary Elevator at McVille, N. D., for the past two years, has bought the Minnesota Grain Co. house at that place and will take charge at once. The Case elevator will continue in operation.

The Pillsbury Farmers' Elevator Co. of Pillsbury, Barnes county, N. D., has been incorporated with a capital stock of \$25,000. The chief stockholders are: Nels Olson, William Bar, G. A. Lemly, Andrew Moe, John Jacobson, H. P. Riee and Homer E. Smith.

[Special Correspondence.]

## TRADE NEWS OF TOLEDO AND OHIO.

BY E. T. BAKER.

Ohio corn is still in a very unsatisfactory condition and as a result the volume of trade is lower than is ordinarily expected at this season of the year. The weather has been extremely bad and corn has not cured as it should. The best showing made on moisture tests thus far was 19.2 per cent and but little of it comes up to that standard. Out of seventy-nine cars that came in last week (ended Dec. 9) forty graded No. 4 and the other thirty-nine sample. Receipts for the week aggregated 80,700 bushels, with shipments of 27,200 bushels. Heavy local consumption has held the local stocks down but there was an increase last week of 11,987 bushels, to a total of 31,463 bushels, none of which is contract. Corn has kept well thus far; and as the quality is good aside from dampness, a few days of good drying weather will put it in shape for market. Cash corn is selling at \$0.63 1/4, December \$0.49 3/4, May \$0.51 1/2 and July at \$0.48 1/4.

While the December Government Crop Report places growing wheat in Ohio at 82 as compared with 91 in 1910, the reports received here from all parts of the state show wheat to be in splendid condition and the prospect one of the best for years. Very little damage was done by Hessian fly, owing to late seeding, but the acreage is somewhat lighter than a year ago. There has been a brisk demand for wheat, coming largely from scattered mills, and a lively trade has followed. Shipments for the past week amounted to 50,500 bushels. Farmers are evidently well fixed financially and have full confidence in the present outlook of the wheat market. They are not inclined to sell in large quantities and the movement from first hand has been somewhat lower than was expected. Total receipts here during the past week aggregated 25,000 bushels. Local stocks decreased 94,954 bushels. It is estimated that there is now on hand here about 1,664,194 bushels, of which 1,210,311 bushels grades contract. Cash wheat is quoted at \$0.95 1/2, December the same, May \$0.99 1/4 and July \$0.95 3/4.

There has been a steady demand for Ohio oats notwithstanding the fact that Argentine oats are being offered, duty paid, at New York at figures low enough to admit of competition with the home grown product. Total receipts of the week closed were 15,000 bushels. Small elevators are selling very sparingly and farmers are disposing of practically nothing. The outgoing shipments of the last week were 46,900 bushels, leaving on hand here in local stocks about 275,000 bushels. Cash oats are quoted at \$0.49 3/4. December same, May \$0.51 1/2, July \$0.48 1/4.

At a meeting of the directors, held in New York last week, the American Linseed Co., which has two plants in Toledo, was reorganized. The committee of management has been replaced by a general manager, two assistant general managers and an executive committee of five. E. J. Brainard, who for the past eleven years has been manager of the Toledo plant, has been made assistant general manager of the company, with headquarters in New York. He has also been elected a director and a member of the executive committee and will have charge of the operation and maintenance of all the manufacturing and other plants and stations and will co-operate with the general manager in the general conduct of the business. The concern operates about fifteen plants located in different large cities of the country. A number of the plants of the concern, including one on Albion Street, Toledo, have been idle because of inability to secure seed. The Morris Street plant in Toledo is still in operation but there is talk that it may be abandoned.

Charles Rockwell, hay and feed merchant of Toledo, who recently took over the business of Fred Lipe in this city and who owns a similar business at Mt. Vernon, N. Y., has been admitted to membership in the Toledo Produce Exchange.

At a meeting of the board of directors of the To-

ledo Produce Exchange, held last week, it was definitely decided that the organization will remain in the building occupied by it for many years. The building was recently purchased by the Fifty Associates Co., and a controversy arose between the occupants and the new owners which threatened to remove the headquarters of the organization to some other building, carrying with it a large number of tenants engaged in the grain business. Matters were smoothed over at the meeting and a new lease for four years was signed up. The Exchange has occupied the rooms for the past thirty years.

Alva Seifert, son of George Seifert, proprietor of a flour mill at New Washington, was instantly killed when his clothing was caught in a belt of a cog wheel on a corn sheller at the mill. His head, both legs, right arm were cut off and his body ground to a pulp. A brother, Orland Seifert, resides in Toledo.

Henry Paffenbach, who formerly operated an elevator at Elmore, O., has purchased a handsome new home on Scottwood Ave., Toledo, where he will remove with his family. About a year ago he sold out his elevator in that city to the Farmers' Elevator Co.

One of the best corn yields reported in this section comes from the Charles Shell Farm near Fremont, where 2,700 bushels of corn were harvested from 40 acres. The corn was of excellent quality.

The elevator owned by the grain and milling firm of Doepler, Power & Veach at Kalida, O., was recently destroyed by fire. The cause of the fire was unknown.

Toledo will be well represented at the Council of North American Grain Exchanges which will be held in Chicago on January 18. Frank I. King and Henry L. Goemann will represent the Toledo Produce Exchange as delegates. A number of others, including David Anderson, E. L. Camp, E. H. Culver and Fred Mayer, expect to attend the meeting.

Grain thieves fare badly at Bowling Green, O. Henry Currance was last week convicted of burglary and larceny, the jury being out about fifteen minutes. He was charged with stealing \$15 worth of grain from the granary of Perry Crandall, near Moline. Alonzo Lybarger, who assisted him in the job is already serving a term of one year in the penitentiary.

The fight which was started about three years ago in behalf of Toledo grain interests by F. O. Paddock and H. L. Goemann upon the question of transit elevator rates has finally yielded fruit, and Toledo grain interests feel that a great victory was won with the handing down of a decision by the Supreme Court some days ago. The ruling was to the effect that inasmuch as the transferring of grain from one line to another in through billed stuff is a part of the transportation service, the railways themselves should be forced to pay the expense instead of the shipper. This expense amounts to from one-fourth cent to one-half a cent per hundred pounds in Toledo, and had the decision been antagonistic to the dealer it would have been a serious blow to grain business here as well as to other terminal markets.

The second prize on barley at the Brewers' Exposition held recently at Chicago was awarded to H. G. Dehring, an Ohio elevator man at Curtice. Mr. Dehring has handled over 20,000 bushels of barley this season.

A contract to furnish 300 tons of hay for the city of Toledo was recently awarded to J. J. Maher. The city will pay \$21 per ton.

[Special Correspondence.]

## NEW ENGLAND GRAIN AND FEED NEWS.

BY S. C.

Demand throughout the week of Dec. 9 has been of a good character, with buying liberal of both corn and oats for all shipments. Future shipment of corn has been in steady demand, with but few Western houses willing to sell later than February. Demand for oats for nearby shipments has been light, but a number of sales have been reported for later shipments.

A number of reports of corn arriving out of condition throughout New England have been received, the bulk of which have been from Ohio shipments. Shippers should be cautioned to use great care in shipping corn to New England during the movement of new corn, on account of the long-distance haul to New England points from the West.

During the past month, Boston has been favored with a number of visits from Chicago firms. Among the visitors were Mr. Geo. Severs of the Armour Grain Co.; Mr. Geo. Tough of Mueller & Young Grain Co.; Mr. E. G. Brown of Hooper Grain Co.; Mr. W. H. Merritt; and Mr. J. W. Thompson of the J. Rosenbaum Grain Co.

Exports during the month of November through the port of Boston were:—Wheat, 754,169 bus.; corn, 81,352 bus., as against the month of November, 1910, wheat, 1,307,929; corn, 46,988 bus. The total exports through the port of Boston from Jan. 1st ending November 30th, 1911, were: Wheat, 6,923,357 bus.; corn, 6,022,706 bus., as against the same period 1910, wheat, 5,707,706 bus., corn, 2,330,184 bus.

## FEED DEALERS' MEETING.

At a meeting in the Boston Chamber of Commerce December 8th of the representatives of the Amherst Agricultural School and the manufacturers and feed shippers of the Boston Chamber of Commerce, held for the purpose of discussing the proposed new feed law in the State of Massachusetts, it was unanimously agreed that moneys for the carrying on of experiment work at the College should be paid by the state and not by any individual shippers or manufacturers. Inasmuch as the work of the Experimental Station is for the benefit of the public at large, it seems only right that the state should furnish these moneys and that any taxation put on the shippers and manufacturers is unjust, as much so as a similar tax put on the shippers of potatoes or any other common product would be.

It was agreed that the net weight of feeds sold should be shown on all sacks, together with the ingredients contained therein.

A clause in the bill provides for a penalty for the sale of any feed containing less protein than the amount specified on the tag. Some of the manufacturers claimed that this would necessitate the use of a sliding scale in the analysis as in the event of the feed being tagged 20 per cent protein and being found to contain 19.90 per cent the dealer would be liable. The officials of the Experiment Station, however, maintained that their discretion would be used in the settlement of such a case and that the dealers would be given every opportunity to furnish new tags.

The representatives of the shippers agreed to co-operate with the representatives of the Experiment Station in every way possible to secure an appropriation from the state to cover the annual deficit of the Experiment Station.

Another meeting is to be held by the Amherst officials, and the representatives of the feed manufacturers and shippers will be given further opportunity to discuss the proposed bill.

## SHRINKAGE OF CORN IN CRIBS.

Prof. Ira O. Baker of the University of Illinois has made a new test to ascertain the amount of shrinkage of corn held in cribs on the farm. His farm where the test was made is near Philo, and he reports his findings as follows:

The corn was from several fields and put in several cribs; every load was weighed and a record kept of the amount thrown into each crib. The corn was scattered out in the different cribs so it might dry out better. The husking took place between October 31 and December 1, 1910, and the corn was shelled August 20, 1911, the weather being abnormally dry all the time the corn was in the crib.

One crib was eight feet wide and ten feet high on the low side. It was sided up with fence boards with a space of an inch and one-half between them. The end of the crib was to the south, and the east side of it was next to a wagon shed. Thirteen hundred and thirty-eight bushels were put into the crib, which when shelled made 1,237 bushels, a shrinkage of 7.5 per cent. The major part of this was weighed in at 75 pounds to the bushel.

In another crib, exactly the same size and under the same conditions, except that the side of the crib was to the south and except that the west half of the driveway was filled with corn as referred to hereafter: 1,228 bushels were weighed in and 1,058.8 bushels were shelled out, the shrinkage being 13.8 per cent. The major part of this was weighed in at 75 pounds per bushel.

At the end of the husking a partition was put through the middle of the driveway, having its end to the west, and into this 403 bushels were weighed at 70 pounds per bushel, and from it was shelled 383 bushels, giving a shrinkage of 4.9 per cent. The average shrinkage of the three cribs was 9.7 per cent.

Experiment station data reported in Ill. Bull. 113 shows a corn shrinkage from 8 to 17.9 per cent from December 1 to June 1, but those results are for the shrinkage of the cob and the grain, whereas the shrinkage here reported is the difference between the ear corn weighed into the crib and the corn shelled out. Part of the difference between the two sets of experience may be due to the difference in the condition of the corn when it was put in the crib.

Prof. Baker concludes by saying that it is hoped that if any one has similar data he will publish them. The Professor expects to repeat the experiment the coming year with greater precautions.

As the favorable weather for the handling of the new corn is apt to stimulate increased movement to country stations and for shipment to distributing markets, we are prompted to remind you (of what you all know) that corn that is well cleaned is likely to give satisfactory results, especially in the grading, and naturally, therefore, command better prices for the owners. Broken corn, dust and dirt always accumulate moisture rapidly and increase the danger of heating.—Pope & Eckhardt Co.

## THE EXCHANGES

The annual meeting of the National Board of Trade will be held in Washington on January 16-18.

The Wichita Board of Trade has begun trading in Kaffir corn for future delivery, the first trades having been made on Nov. 15.

Harry C. Hindes, Walter Wirwan and Emory Kirwan, composing the firm of Kirwan Bros. Grain Co., have been expelled as members of the Baltimore Chamber of Commerce.

Calumet Elevator B was, on Nov. 21, taken from the regular list of Chicago elevators and will be used by the owners, the Bartlett-Frazier Co., for private handling of new corn.

Eugene Smith, Assistant Secretary of the Merchants' Exchange, St. Louis, under the late Secretary Morgan, is now acting secretary until the January general election by the Exchange.

The Chicago Board of Trade call committee has given notice that January shipment has been added to "call" for corn and that No. 3 mixed oats would be discontinued and No. 2 white oats substituted.

Ex-president E. J. Furlong and Secretary H. A. Plumb attended the National Rivers and Harbors Congress in Washington, D. C., on December 6-8, as delegates from the Milwaukee Chamber of Commerce.

Politics is going on 'change, St. Louis, and Christian Bernet and Amedee B. Cole are presidential candidates, with the issue the abolishment of the traffic department of the Merchants' Exchange.

Minneapolis commission house employees may not trade in futures without the express permission of their employers; and a violation of the rule recently there adopted, subjects the delinquent to the penalties for uncommercial conduct.

The Chicago Board of Trade Mutual Benefit Ass'n has been reorganized, and on Nov. 16 the following were unanimously elected to serve on the executive committee for the coming year: L. F. Gates, H. J. Patten, C. H. Sullivan, Edward Hymers and L. C. Brosseau.

The New Orleans Board of Trade has begun an action against the C. R. I. & P. Ry., before the Commerce Commission, asking that the minimum weight for cars from Arkansas points to New Orleans be made 30,000 pounds instead of 40,000. The contention will be raised that this minimum has been fixed by nearly all the roads, and that the Rock Island should maintain the same standard.

The Chicago Board of Trade has discontinued the annual assessment of \$25 to create a fund to retire memberships. O. W. Clapp, who opposed continuance of the assessment, in a circular to the members, said that "members are in favor of increasing rather than decreasing the membership and thereby obtaining more solicitors for business." Mr. Clapp pointed out the fact that the Board of Trade membership has decreased over 3,000 in thirty years; yet since 1858 seats have been sold as high as \$4,500, although the present value is only \$2,000.

The Chicago Board of Trade on Nov. 25 voted to change the insurance rule, making it obligatory in the future that the insurance covering grain or flax seed be delivered with the warehouse receipt for the grain. The lack of insurance has heretofore been a great drawback to those who were in the market and who stood to take in grain and pay for it, it is explained, as they found it rather dangerous to carry grain without insurance. Hereafter when a large cash handler of grain or flax seed comes to the Chicago market for the purpose of accumulating a line of either one of these commodities, he will know that he will not be obliged to take a chance on securing insurance after deliveries have been made to him.

The Council of the Winnipeg Grain Exchange recently imposed a fine of \$100 on MacLennan Bros., Ltd., for the infraction of the commission by-law, or the clause in it, that track buyers pay their commission agents not less than \$50 per month. MacLennan Bros. refused to pay the fine. The firm was suspended from Exchange privileges for three months. The senior member of the firm said: "We have upwards of 350 agents in three provinces, unquestionably giving the greatest amount of competition of any firm of track buyers in the trade. This suspension means, if the elevator interests in the Exchange are successful in continuing the suspension, that the 350 points referred to will be without competitive buyers." MacLennan Bros. have no country elevators.

### ELECTION AT OMAHA.

At the annual election of the Ontario Grain Exchange in November, Frank H. Brown, J. A. Kuhn and J. A. Cavers were elected directors. Subsequently the directors met and opened by unanimously electing Edward P. Peck of the Omaha Elevator president, to succeed Nelson B. Updike, whose term of office had expired. J. W. Holmquist of the Holmquist Elevator Co. and W. J. Hynes of the

Hynes Grain Co. were elected vice-presidents, and Sherman Saunders of the Saunders-Weststrand company and of the firm of Sunderland & Saunders, treasurer. F. P. Manchester continues as secretary.

### CHANGE IN INSPECTION AT PHILADELPHIA.

New inspection rules have been put into force by the Philadelphia Commerce Exchange. The changes are eleven in number, but the most important is the addition of "No. 2 dried corn," and No. 3 dried corn" grades. No. 2 dried corn is artificially dried, in which the moisture has been reduced to 16 per cent or less. The No. 3 dried corn grade permits of a moisture test up to 18 per cent. (See p. 341.)

### AMON G. CARTER.

Amon G. Carter, president-elect of the Fort Worth Board of Trade, is business manager of The Star-Telegram, and its associate publisher. He landed in Fort Worth a half-dozen years ago, with no newspaper experience other than that acquired in an advertising agency in San Francisco, and no capital except energy, optimism and an unlimited confidence in the future of Fort Worth. He readily found employment as advertising manager on the Fort Worth Star, then an uncertain venture, and very rapidly rose to the position of business manager of the paper. Later on the Fort Worth Star bought the Telegram, its competitor in the afternoon field,



AMOS G. CARTER.

and he became the business manager of the Star-Telegram.

During all this time Mr. Carter was taking an active and useful part in all enterprises pertaining to the welfare and progress of Fort Worth. His genius for organization, his rare devotion to purpose, and his successes in various enterprises, quite naturally attracted the attention of the business public. It was logical and natural, therefore, when the newly organized Board of Trade was under discussion, that its members should turn to Carter as a man suitable to become its president. His election to the important, but unsought position, followed as a matter of course.

Mr. Carter is a self-made man in all that term implies, and has at least accomplished a degree of realization in self-architecture, of which his many friends are proud. He is 32 years old.

### COUNCIL OF GRAIN EXCHANGES.

The next meeting of the Council of Grain Exchanges will be held at Chicago on January 18; and a program is now in course of preparation by President Sager. Secretary Pickell reports as a result of his visit to the South and Southwest that seven exchanges have been added to the membership during the year just closing. The following exchanges are now members of the Council: Chicago Board of Trade, Kansas City Board of Trade, Toledo Produce Exchange, St. Louis Merchants' Exchange, Duluth Board of Trade, Omaha Grain Exchange, Buffalo Corn Exchange, Baltimore Chamber of Commerce, Philadelphia Commercial Exchange, Minneapolis Chamber of Commerce, Milwaukee Chamber of Commerce, New York Produce Exchange, Cairo Board of Trade, Wichita Board of Trade, San Francisco Chamber of Commerce, Peoria Board of Trade, St. Joseph Board of Trade.

The Secretary gives notice that the following exchanges which are members of the Council have adopted calendar days as shipping time: Baltimore Chamber of Commerce, St. Louis Merchants' Exchange, Minneapolis Chamber of Commerce, Omaha

Grain Exchange, Peoria Board of Trade, Kansas City Board of Trade, Wichita Board of Trade, Duluth Board of Trade, San Francisco Chamber of Commerce.

### CHICAGO OPEN BOARD OF TRADE.

On December 2 the Chicago Board of Trade, without previous warning, discontinued furnishing its quotations to the Open Board of Trade. In explanation President Merrill of the Chicago Board said: "We have been urging the Open Board to cease dealing in privileges for some time. We have not permitted such dealings [on the Chicago Board] since Judge Mack held them illegal two years ago. When we secured positive proof that the Open Board members were violating the statute, we terminated the contract to furnish quotations to it. This contract ran only from day to day. The Chicago Board of Trade will not be a party to any transaction which involves violation of any state law."

To secure the evidence of violation of the rule against dealing in privileges the Board of Trade sent brokers to the Open Board, who actually traded in "puts" and "calls" on the floor.

The managers of the Open Board promised "to be good" and filed a petition with the Board of Trade directors for a resumption of the service, but on Dec. 5 the petition was denied, thus closing the "incident."

### CALL ESTABLISHED AT CINCINNATI.

The Cincinnati Chamber of Commerce on Nov. 25 adopted a set of rules for the grain trade section of its membership which established a daily "call" on 'change. The call will be under the control of a special call committee, and will be held daily at 1:15 except that on Saturday there will be no call. It will be similar in plan and purpose to the call now in operation at Chicago, St. Louis and Toledo. The rules provide that the call quotation shall be the ruling prices for 24 hours, except that traders and members may sell at any price they choose when off 'change.

Several modifications of the general trading rules were also adopted at the same time. One provides for the allowance of an interest charge at the rate of 6 per cent per annum on advances made on consignments, the interest to be charged for the time the money advanced is used. Heretofore this interest charge has not been made. Another change allows the seller to demand 80 per cent of the contract price on the basis of the country shipper's weight, by 1:15 p. m. on the day following the sale, except on Saturdays, when the time fixed is noon. Heretofore this rule read, "to be paid the next day." The change gives the seller the right to demand the payment, and a time limit in which it is to be paid.

### CHANGES OR EXCHANGE MEMBERSHIP.

*Chicago.*—Sec'y Stone reports the following changes in the membership of the Chicago Board of Trade in November: New Members—Wm. M. McCord, Harry Lee Kaga, Chas. A. Richey, Arthur B. Earle, Marshall E. Boynton. Transferred—Geo. Watkins, Edgar T. Jones, John B. Van Schaick, Geo. L. Bowman, Est. of M. C. Mitchell. Bought by Board—Frank W. Commons, Geo. H. Clearman.

*Baltimore.*—Sec'y Hessong reports the following changes in membership of the Baltimore Chamber of Commerce in November: Jas. E. Lynch, Albert H. Wehr and Arnold Kummer were elected to membership and Chas. Ruhstratt and H. G. Luttgerding transferred.

*Detroit.*—Sec'y Warring reports that Robert Brandt of the grain firm of Cushing & Brandt, 424 Produce Exchange, New York, has been elected to membership in the Board of Trade.

*Duluth.*—Sec'y Chas. F. Macdonald reports that John H. Ball of Duluth was admitted to membership in the Duluth Board of Trade and John A. McAuley of Duluth withdrew from membership.

*Memphis.*—N. S. Graves reports the following changes in membership of the Merchants' Exchange in November: Members admitted—The American Cotton Hull & Fibre Co., The Buckeye Cotton Oil Co., J. A. Taylor.

*Milwaukee.*—Sec'y Plumb reports the following changes in the membership of the Milwaukee Chamber of Commerce during the month of November, 1911: New Memberships—John W. Stone, Mark Bates, Benj. S. Wilson, Wm. A. Knowles, F. H. Crombie. Transferred Memberships—S. B. Humphrey, deceased, Geo. W. Knock, S. M. Eggleston, Isaac E. Conn, Henry Schweppe, deceased.

*Minneapolis.*—H. W. Moore, statistician of the Minneapolis Chamber of Commerce, reports the following members admitted to that exchange during the month of November: Jacob Hiniker, Jas. N. McKinley, August C. Dahl.

*New Orleans.*—Sec'y Herring reports that Nelson & Co. and W. C. Beck of the grain trade of that city have been made members of the Board of Trade.

*St. Louis.*—Acting Sec'y Eugene Smith of the St. Louis Merchants' Exchange reports the following new members received by that exchange during November: B. F. Hargis of the B. F. Hargis Grain

Co., Kansas City, Mo.; and Max M. Patton of Taylor & Patton Co., Des Moines, Ia. The following transferred their certificates: Theodore Franklin Bliss, Jr., and U. G. Pederson.

[Special Correspondence.]

#### BOSTON GRAIN AND FLOUR NOTES.

By L. C. BREED.

A meeting of the members of the Boston Chamber of Commerce engaged in the feed business was held in the Library, Dec. 8, for the purpose of discussing the proposed feed law which is to supersede the one that has been in operation since 1903. Directors Brooks and Ward and Professor Lindsey of the Massachusetts Agricultural Experiment Station were present and explained the provisions of the proposed law. As the result of the conference between the feed dealers and the officers of the Station, it is expected that, in framing the new law, a mutually satisfactory basis will be found.

Grain exports from this port continue quite heavy, mostly of Canadian wheat and domestic corn. Chief Inspector Seth Catlin and his four deputies have been kept on the jump in looking after the receipts and deliveries at the three big railroad elevators which are situated on the docks at Charlestown and East Boston.

Mark Shultis, one of the leading handlers of grain in the Chamber of Commerce, is at present paying a visit to the Chicago Board of Trade.

New members of the Boston Chamber of Commerce comprise the following firms and individuals: Emil Hjerpe, of the Stanley Sevea Grain & Coal Co., New Britain, Conn.; Leslie H. Phelps, of Phelps Bros., hay and grain, Charlestown; Joshua Loring, of J. Loring & Co., grain and feed, Watertown, Mass.

John F. Crocker, a former president of the Boston Chamber of Commerce, died suddenly on Dec. 6. He was for many years identified with the wholesale grocery and flour business of this city.

#### NEW ORLEANS CORN GRADES.

The revised grading rules for grain and hay as now in force came to hand as this paper goes to press. The corn rules are as follows:

##### WHITE CORN.

No. 1 White Corn—Shall be pure white of choice quality, dry, sound and clean.

No. 2 White Corn—Shall be at least 95 per cent white, dry, sound and reasonably clean.

No. 3 White Corn—Shall be at least 95 per cent white, unfit to receive a higher grade in consequence of being of poor quality, damp, musty or very dirty.

Rejected White Corn—Shall be at least 95 per cent white that is very badly damaged, but not wet, hot or in a heating condition.

No Grade White Corn—Shall be at least 95 per cent white that is wet, hot or in a heating condition and in the opinion of the inspector can be raised to the grade of No. 3 White, or better, if handled and artificially dried within 48 hours after date of inspection.

Special No Grade White Corn—Shall be at least 95 per cent white that is wet, hot or in a heating condition, but in the opinion of the inspector has passed the stage whereby it can be raised to the grade of No. 3 White if handled and artificially dried.

The rules for yellow and mixed are the same with obvious changes.

[Special Correspondence.]

#### PHILADELPHIA NOTES.

BY E. R. S.

Captain John O. Foering, chief grain inspector of Philadelphia, is making a tour of investigation throughout the West, to ascertain the general conditions of grain there, and the corn crop in particular.

Soundings have been made for the foundation of the big export grain elevator to be erected by the Pennsylvania Railroad Company at Girard Point; and it is said by the leading grain men here that the house at Fort William, Ontario, though of greater capacity, is rather favored as a model. It is expected the cost will approximate \$750,000 and the capacity will be 1,000,000 bushels. A complete and modern drying and grain treating plant will be an adjunct.

Among the latest new members of the Commercial Exchange, and those who have been readjusted are A. Eckfield Davis, S. F. Scattergood, W. J. Koch, all of the Bourse, and S. C. Woolman & Co., 421 Chestnut street.

Antonio Sans, chairman of the Commercial Exchange grain committee, if he lives and accepts, will without a doubt be nominated and elected president of the Commercial Exchange as President McKnight will not serve another term.

The Congdon Philadelphia News Service has been refused admittance to the grain floor, as under the rules, only regular correspondents will be extended the courtesies.

##### NEW GRAIN RULES.

The Commercial Exchange of Philadelphia has

made a number of amendments and changes in their "Rules Covering the Grades of Grain," after frequent conferences held by the new grain committee and the Chief Grain Inspector. After a general meeting of the trade on the grain floor adopting the amendments, the board of directors ratified the changes at their regular session. The alterations are as follows:

I. Under the general heading of "Spring Wheat," the following paragraph (as printed in the 57th Annual Report, page 130) to be cancelled: "Spring wheat arriving from Duluth, Chicago and Milwaukee, when accompanied with the inspector's certificate, shall be graded accordingly, and stored separate when desired."

II. Under the same general heading, at the end of the grades, the following paragraph to be added: "Note.—Canadian grain may be graded in accordance with the above standards, but in consequence of being in bond must be kept separate."

III. Under the general heading of "Corn" (page 131), to cancel in the definition of No. 3 corn the words "slightly musty," and making the amended definition read: "No. 3 corn shall include corn soft, damp, dirty, not damaged, but inferior in quality to steamer corn."

IV. Under the same general heading, to alter the definition of No. 4 corn to read as follows: "No. 4 corn shall include corn inferior to No. 3, slightly sour or slightly musty but suitable for warehousing."

V. Under the same general heading, as set forth upon pages 131 and 132, to abolish all of the following grades and "Note," beginning with the words "Corn for Export" and ending with the word "accordingly," including "Export White," "Export Yellow," "Export Mixed," "Export Steamer," "Export No. 3," "Export No. 4," "No Grade."

VI. To add to the official grades of the Exchange the grade: "No. 2 Dried Corn shall be all artificially dried, reasonably sound and reasonably clean; for which certificates of inspection shall be issued, conforming to the color (mixed, white or yellow), when the moisture test shows a content of not over 16 per cent of moisture."

VII. To add to the official grades of the Exchange, the grade: "No. 3 Dried Corn shall be all artificially dried, reasonably sound and reasonably clean, but with a moisture content not exceeding 18 per cent."

VIII. To add, at the end of the official grades of "Corn," the following: "Note.—Certificates of identification shall be issued by the Chief Grain Inspector for artificially dried 'distilling' or 'mahogany' corn, when the grain has been thoroughly dried."

IX. To add a general paragraph at the end of the official grades of grain to read: "No Established Grade admits all sound grain that may from any cause be barred out of the regular sound grades."

X. To add a general paragraph at the end of the official grades of grain, to read: "Note.—Grain arriving from other markets, when accompanied with the official inspection certificate of another market, shall be graded accordingly and stored separately, when desired by the owner; and certificates of identification shall be issued by the Chief Grain Inspector if required."

XI. To cancel under the heading of "Winter Wheat" (page 129) and "Oats" (page 132) the "No Established Grade," which, as provided for in the preceding paragraph above, covers all grain.

#### SCALE INSPECTION IN NORTH DAKOTA.

Elevator companies, says a North Dakota paper, "like other employers of labor, are sometimes at the mercy of dishonest agents, who cannot be watched at all times; and if such an agent intends to steal from the patron of the elevator it is almost impossible to prevent it, until the culprit is detected. But to charge the elevator managers with desiring this to be done and aiding it in any manner is an injustice."

"In addition to the testing of scales by experts hired by the elevator companies, the state law requires the sheriff of every county to test the scales of every elevator as well as other public scales, and all sheriffs are provided with steel test weights and are required to examine them and give due notice to the public if any scales are found wrong or out of order. Each line company also requires every elevator agent to certify in his daily report of business transacted that the scales are in good working order and are weighing correctly."

"As there are hundreds of elevators in the Northwest with traveling superintendents and experts out all the time testing the scales, and as only occasional instances of an agent's misconduct are discovered, it bears out the fact that scales are generally accurate and the weights given are honest weights. There is a law whereby the scales of an elevator can be condemned and the elevator license cancelled if it is found that the elevator is resorting to dishonest practices."

#### TRADE

#### COMMISSION

John L. Franks & Co. have taken over the elevator and feed business of W. J. Millham at Miles, Iowa.

Stanley, Harlow & Hight Company have been organized to carry on a wholesale grain and produce business at Caribou, Me. The capital stock is \$10,000.

The Falls City Brokerage Company, composed of Robert M. Cimini and V. S. Brown, has been formed at Henderson, Ky., to carry on a general grain and commission business.

Edward G. Heeman has been appointed soliciting agent of the Chicago Board of Trade Mutual Benefit Association. The membership is now about 800, and the initiation fee is \$4.00.

James S. Templeton, grain merchant on the Chicago Board of Trade, has taken his sons, John E. and Kenneth, into business with him, and the firm is now James S. Templeton & Sons.

The directors of the Chicago Board of Trade have appointed B. F. Howard, Secretary Geo. F. Stone and C. H. Canby as delegates to National Board of Trade at Washington, D. C., January 16-18, 1912.

The trustees of F. H. Peavey & Co., Minneapolis, have liquidated their trusteeship by an issue of \$2,000,000 in 6 per cent notes, which the creditors have accepted; and the control of the business is restored to its owners.

W. T. McLaughlin Company of Boston, Mass., has been incorporated with a capital stock of \$50,000 to do a general feed and grain business. The incorporators are William T. McLaughlin, Clarence W. Maguire and T. J. McLaughlin.

George E. Robson, secretary and treasurer of Turle & Co., of Minneapolis and Duluth, has removed his place of residence from Duluth to Minneapolis. Mr. Robson and his associates have been engaged in the grain business in the two named cities for 20 years.

B. G. Ellsworth, recent president of the L. Bartlett & Son Co. at Milwaukee, Wis., has engaged in the grain business on his own account in Milwaukee at room 500 Mitchell Building. He will carry on a general grain receiving and shipping business.

The Elmore-Schultz Grain Company has been organized at St. Louis, Mo. The capital stock is \$50,000. V. C. Elmore of Ashland, Ill., formerly with Parrott, Day & Co. and John Schultz of Beardstown, Ill., are officers of the company and incorporators are W. A. Thompson, John Schultz, V. C. Elmore, M. J. Murray.

The Ward Grain Company has opened an office at Lima, Ohio, to carry on a general grain buying and shipping business and also act as brokers for Eastern markets. Mr. A. F. Ward, the head of the firm, has a large personal acquaintance with dealers in the West, and terminal markets in the East, and has had altogether about twenty years' experience in the track grain business.

L. J. Schwabacher & Co., a well known grain and provision firm on the Chicago Board of Trade, has retired from business. Morris Schwabacher, in posting his membership for transfer together with that of his son, L. J. Schwabacher, made the statement that as he had decided to retire from active business, he did not wish to have any interest that was not receiving his personal attention.

Two of the energetic young business men of Cedar Rapids, Iowa, have recently formed a partnership to do a flour, feed, hay and grain and general commission business. The style of the firm is Miller & Smith. Mr. Smith has been engaged in the grain brokerage business at Cedar Rapids for the past year, coming from Beloit, Wis., and C. S. Miller was recently manager for Iowa of the Sleepy Eye Flour Mills Co. of Minnesota. They have offices in Room 1, Clement Building.

The grain commission firm of L. G. Quinlin & Co. of New York has been dissolved by mutual consent and the business taken over by H. H. Sevier & Co. The new firm is composed of H. H. Sevier, James A. Maguire and Albert W. Peer, all members of the old firm. The old firm of L. G. Quinlin & Co. was organized in St. Louis in 1857 and later moved to Chicago and then to New York City. Leonard G. Quinlin, the founder of the business, died about 7 years ago at the age of 69. All the members of the succeeding company had been with the old concern about twenty-five years.

The millers of Kansas have reached an agreement with the Santa Fe, Rock Island, U. P., and Mo. Pac. roads by which the roads will pay car cooperation claims, based on the 80c allowance formerly granted but subsequently cancelled.

A. E. Craig of Elwood, Ill., claims the husking championship of Illinois with a record of 227 bushels in ten hours and ten minutes. Bert Van Houten near Council Bluffs on Nov. 24 made a record of 235 bushels in ten hours for a wager of \$1,000; and Claude Wilson of Silver City, Ia., 251:30 bus.

## ASSOCIATIONS

Walter Kirwan of Baltimore has sent in his resignation as first vice-president of the Grain Dealers' National Association.

Sec'y Gibbs reports the admission of the Taylor Grain and Hay Co., Lubbock, Texas, to membership in the Texas Grain Dealers' Ass'n.

Sec'y G. J. Gibbs has published a membership list of the Texas Grain Dealers' Ass'n, revised to Nov. 1, 1911. There are 121 names on the list, which are arranged alphabetically by names of firms and names of stations where they operate.

Sec'y Strong reports the following new members of the Illinois Association: A. F. Davis, Arthur, Ill.; Elmore-Schultz Grain Co., 433-34-35 Pierce Building, St. Louis; W. T. Hardin, DeLand, Ill.; Mueller Grain Co., 39 Chamber of Commerce, Peoria; O. H. Rink, Fullerton (mail Farmer City); Revell & Quick, Camargo; E. Smith & Co., Bonfield.

The following are names of new members of the National Hay Association: The Garman Grain Co., Delphos, O.; Robert F. Mercer, Bowling Green, O.; Schmidt Bros., Farina, Ills.; Pettisville Grain Co., Pettisville, O.; Shepard, Clark & Co., Cleveland; E. L. Shute & Co., Philadelphia; H. W. Smith, Buxton, Kan.; Fowler Commission Co., Kansas City, Mo.; Eyer & Co., Wilkes-Barre, Pa.

Sec'y Riley reports the following members added to the Indiana Grain Dealers' Association since June 15, 1911: Shippers—Bowers-Niblick Grain Co., Decatur; Crabb & Fitton, New Harmony; D. J. Cope, Lewisville; Clifton, Cohee & Co., Boyleston; Farmers' United Co-operative Ele. & Live Stock Association, Wheatland; Garrison Grain Co., North Grove; C. W. Hinkle & Co., Rushville; Lochbridge & Ashby, Roachdale; McKinney & Smithson, Hazelrigg; Morgan & Stafford, Marco; Milner & Grube, Plymouth; Phillips & Ross Grain Co., Rosedale; Pears-East Grain Co., New Carlisle; Shire Bros., Westville; T. O. Stanley, Lyons Station; Union Grain & Coal Co., Anderson; C. W. Vernon & Son, Anderson. Receivers—Acme-Evans Co., Indianapolis; Callahan & Sons, Louisville, Ky.; Capitol Grain Co., Indianapolis; John T. Fahey & Co., Baltimore, Md.; Oscar Farmer & Sons, Louisville, Ky.; Goeman Grain Co., Toledo, Ohio; Judson A. Stites, Philadelphia, Pa.; Paul VanLeunen & Co., Cincinnati, Ohio; Samuel Walton Co., Pittsburgh, Pa. Associate Members—American Feed Manufacturers' Ass'n, Milwaukee, Wis.

### INDIANA MID-WINTER MEETING.

The usual Indiana Grain Dealers' Ass'n mid-winter meeting will be held in conjunction with the Indiana Millers' State Ass'n at Indianapolis on January 16. An attractive program is promised.

### MEETING AT DES MOINES.

Another of the series of meetings called by Sec'y Wells of the Western Grain Dealers' Association was held at Des Moines, Ia., on November 22, and the effect was similar to the meeting held at Cedar Rapids on Nov. 9, as reported in the November number at pp. 287-8. Buying corn on the grade was discussed, and the question of moisture and its relation to price, etc., gone over. The same resolutions were adopted, supporting the Omaha resolution asking the exchanges having "the call" to cut out the "or better" from contract terms and to require bids to be made on flat grades.

### NORTHWESTERN OHIO DEALERS.

The meeting of the Northwestern Ohio Association held at Lima on November 17, a large one in every way, was devoted to corn mainly. A moisture tester was operated and its merits discussed. Then the company adjourned to the Lima House, where a dinner was served. After some stunts by a clever entertainer, the talk on corn and buying it on grade was resumed; and a subsequent vote of those present indicated that practically all were in favor of that system of doing business. In order that they might do so successfully, it was urged by Secretary Riddle and others that dealers provide themselves with and use daily the moisture tester.

Resolutions were adopted petitioning the Commerce Commission to maintain the principle of east and west bound differentials and that they be based on distance and cost of service; and also approving the existing "system of joint inspection of car condition as now practiced in certain representative markets and recommend its general adoption."

It was explained by J. E. Wells of Sidney, who introduced the resolution, that this joint inspection of car condition is a system which has already been put in effect in Western markets having good weighing service and also in some Eastern markets, notably Baltimore and Pittsburgh. "An inspector of the exchange," he said, "accompanied by an inspector representing the delivering railroad company, inspects every car upon arrival. These inspectors jointly examine each car, pounding on the sides and ends to determine leaks, if there be any.

The condition of the car is noted on the certificate and if leak is recorded, claim for shortage is honored by the railroad by presenting inspector's certificate. This plan insured the shipper of a prompt and fair settlement for all claims for leakage. You see it will help us fix the responsibility for all shortages caused by leakage."

### AMERICAN FEED MANUFACTURERS' ASS'N.

The American Feed Manufacturers' Association and Association of Feed Control Officials of the U. S. met in joint and separate conventions at Cincinnati in November.

Officers elected by the Feed Control Association are: J. W. Jones, Jr., Indiana, president; J. D. Turner, Kentucky, secretary-treasurer; Mr. Woods, Maine, chairman of executive committee. The executive committee will select the place for holding the next session.

Officers of the American Feed Manufacturers' Association are: J. H. Genung, Indianapolis, president; Warren Anderson, Milwaukee, secretary-treasurer; J. C. Held, St. Louis, chairman of executive committee.

The Association will hold its next convention at St. Louis some time next spring.

### SCALE INSPECTION IN ILLINOIS.

Secretary Strong of the Illinois Grain Dealers' Association reports that the results of the first month's work after the inauguration of the scale department by the committee for the Association has very far exceeded the expectations of the committee. Mr. Clay Johnson, official scale inspector, tested or refitted 33 scales during the month of October, beginning work on the 9th day of the month, and the receipts for the month, after paying all expenses, including salary of the inspector, left a balance over for the Association. The committee were somewhat fearful that there might be some trouble in securing enough work to keep the inspector busy, but up to this time there are scales enough listed to keep him busy for the coming month and possibly two.

This is one of the best additions to the work of the Association made by the board of directors for the benefit of the members, and it is meeting with the enthusiastic support of grain dealers who are members of the organization as well as of many who are not, and will no doubt add a good many more members to the Association's roll of members.

Any grain dealer desiring the services of the inspector should address Secretary Strong; but it is the intention of the board of directors to have the state gone over systematically and regularly so that the inspector can be enabled to cover the state each year without an unnecessary amount of expense. The inspector carries with him 1,000 lbs. of best weights, and a complete outfit of tools and is competent to repair and refit any kind of scale.

### NATIONAL ALFALFA MILLERS' ASSOCIATION.

The National Alfalfa Millers' Association, representing the principal alfalfa mills of the country, has arranged to open a general sales office at Room 546, Gihrlar Building, Kansas City, Missouri. The object and purposes of this sales department is to create and adopt practical methods of marketing the output of the mills belonging to the Association; to eliminate as far as possible the marketing difficulties now encountered by individual mills; and to aid the consumer in securing the class and quality of alfalfa meal or hay desired.

There are now some 128 alfalfa mills scattered throughout the West. They grind all kinds of hay and employ all kinds of machinery. Consequently the meal they produce varies greatly in style, color and quality. The Eastern feed dealer or manufacturer who has been buying from one mill suddenly finds that he is unable to get the class of meal his trade demands. Changed weather conditions, a different quality of hay or the closing down of the mill may be responsible, and the buyer is fortunate if he finds another mill able to supply him. The mill, on the other hand, is often unable to locate a ready outlet for its particular product or is in trouble with the buyer because of a failure to understand his requirements. He may sell by a certain mail sample; and although he ships what he considers a superior quality, it may prove entirely unsatisfactory to the purchaser because its degree of coarseness or fineness does not meet special requirements. The sales department expects to overcome this trouble by an inspection and grading system at the three great meal gateways, Kansas City, Omaha and Memphis, thus insuring both buyer and seller official grades and eliminating much of the present controversy over this vexed question. "By concentrating its efforts along sales lines the department may assuredly expect to accomplish better results than an individual mill is able to bring about. Being in touch with a large number of mills and familiar with their products and the conditions under which they operate, it can give consumers quick and reliable service covering a broad field," says Secretary C. W. Wright of Wichita.

"The sales department will handle alfalfa hay

as well as meal, and the hay will also be handled on official grades.

"Briefly, the sales department, National Alfalfa Millers' Association, will make a strong effort to place the alfalfa industry (as far as the members of the Association are concerned) on a business-like basis. Suggestions and inquiries of anyone who is interested are invited, and the department hopes soon to justify its existence by its works."

### "THREE OR BETTER."

The Chicago Board of Trade, on November 18th last, adopted and published in the Daily Trade Bulletin the following:

#### "IMPORTANT NOTICE."

"Beginning on Monday, November 20th, 1911, the term 'or better' will be eliminated as a qualification in bids on grain to arrive from all grain, so that in effect this ruling will mean that bids for grain to arrive under the Call Rule will be for the flat grades. The Call will also include bids for No. 4 Yellow, No. 4 White and No. 4 Mixed Corn, and Corn 'cool and sweet' will be eliminated."

This is again a distinct evidence of the worth of organization among grain dealers, says Sec'y Strong of Illinois. "For the past several years country shippers have by resolutions adopted by their associations in annual conventions requested the exchanges of the country to discontinue the practice of bidding 'or better'; and on the 25th and 26th of October a committee from the Federation of Grain Dealers' Associations, at a conference held in the directors' room of the Chicago Board of Trade with the grain committee of the Board, again made formal and earnest request that the many respectful petitions of country shippers be given immediate and serious consideration, with the result above stated.

"It must needs be a subject for great satisfaction to the associations of grain dealers and also to the Chicago Board of Trade that the time has come when dealers, though their interests may be somewhat diverse, can get together and amicably arrange their business for the benefit and to the complete satisfaction of all concerned.

"Now that the Chicago Board has taken the initiative, the shippers hope to induce the other exchanges of the country to fall into line and do as well 'or better.'

### DEALERS AT ATCHISON.

A local meeting of Kansas dealers was held at Atchison on Nov. 12, the attendance being about 50, who were banqueted by the Atchison Board of Trade. Will Washer of the Washer Grain Co. was toastmaster. There were several railroad men present who appealed on their own behalf to the "get together" spirit of the dealers, and there was some crop talk, but J. Ralph Pickell, of the Council of Exchange, said the Globe, "offered the only eloquence of the evening. The Chicago editor made a happy talk, couched in flowery phrases, and did it so fast this reporter was not able to keep up with him."

The real meat of the evening, however, was Sec'y Smiley's attack on Gov. Stubbs and the state grain inspection department. The Globe's report says:

"E. J. Smiley attacked Gov. Stubbs and the 1910 session of the legislature for the passage of the inspection bill, which Mr. Smiley declared doubles the former charge, which is now twice as much as the fee in any other state in the Union. The grain dealers virtually indorsed Mr. Smiley's attack, as practically every man stood up when the Secretary asked for a rising vote in pledging ten dollars per man, if money be needed to carry the mandamus case now pending in the Supreme Court of Kansas to the United States Supreme Court. E. J. Smiley, known by some of his friends as the 'watch dog' of the organization, kicks up a good deal of dust every time the Association meets and usually gets away with it just as he did last night. 'For fifteen years I have been secretary of the Kansas Grain Dealers' Association,' said Mr. Smiley, 'and I had hoped that it would never become necessary for this organization to take a hand in politics; but now it looks like we will have to protect ourselves. Are you, Mr. Grain Dealer, going to allow a set of politicians to fix a value upon your grain and below that of other states? I think not. In 1910 the cost of inspection was forty cents a car load, and the new law, known as an administration bill, more than doubles the inspection rate.' The Secretary cited numerous irregularities under the new law, one being a case where the cost of inspecting a car load of wheat was \$5.65. It was inspected, re-inspected, graded three different ways before it reached the market. A Topeka inspector graded it No. 2 at his first inspection and later re-inspected it and graded it No. 3."

Hon. Geo. E. Foster has given notice of a resolution to be offered before the Canadian parliament, establishing a grain commission, which is to be charged with the operation and management of such terminal elevators as may be built, leased or acquired by the government.

## COURT DECISIONS

(Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.)

## Rights Under Contract for "Good Merchantable Hay."

Where a contract was made for the sale of 300 tons of "good merchantable" hay to be baled and shipped, the Supreme Court of Idaho holds (Trego vs. Arave, 116 Pacific Reporter, 119) that the words "good merchantable" were descriptive of the quality of the hay required by the contract, and meant such hay as was vendible on the market, or salable on the market, at the ordinary price on such market.

Where hay is purchased to be sold on open market, and the purchaser has contracted to sell the same for a certain price on said market, and the person from whom he purchased it fails to comply with his part of the contract in regard to the quality of the hay, it is error for the court to reject evidence tending to prove the reasonable profits that would have been made by the purchaser had the seller delivered the hay in accordance with the contract, as such profit is an element of damage that may be recovered in an action brought for that purpose.

If a purchaser of hay makes a contract for the resale of such hay, and discloses that fact to his vendor who undertakes to furnish the hay and deliver it at a specified time and place, and his vendor fails to deliver the hay, the latter will be liable for damages on the basis of the reasonable profits the buyer would have realized from a resale of the hay.

On the trial of the issue whether the hay alleged to have been sold was "good merchantable hay" as provided by the contract of sale, it was error to admit, as an exhibit, a bundle of such hay for the inspection of the jury, as the jurors had not qualified on the question whether they knew what "good merchantable hay" was in the market where this hay was sold; and especially was that true in this case, as the sample introduced was not proven to be a fair sample of the hay alleged to have been sold. The merchantable quality of hay should be determined or established by the evidence of experts or by men who know what merchantable hay is in the markets where the hay is sold and who have inspected the hay or an average sample of it.

## Construction of Contract as to Weight Per Bushel.

The United States Circuit Court of Appeals Ninth Circuit takes a different view on the appeal of Chas. H. Lilly Co. vs. Brent (186 Federal Reporter, 700) from that of the U. S. Circuit Court. That fact shows the importance of being clear and specific in the making of contracts.

In this case there was an offer of "325 bags of Fancy Cleaned True Kentucky Blue Grass Seed at \$1.40 per bu., f. o. b. cars" at Paris, Ky., guaranteed to "test 21 pounds to the measured bushel." This was accepted by telegraph, followed by a letter of confirmation expressly describing the article ordered as "One minimum car New Crop Fancy Cleaned True Kentucky Blue Grass Seed weighing 21 lbs. to the bushel at \$1.40 per bushel, f. o. b. cars Paris, Ky., per your quotation." This was answered: "Yours \* \* \* confirming purchase of Blue Grass Seed from us duly to hand and seems to be correct: 325 bags Fancy Cleaned True Kentucky Blue Grass Seed, testing 21 lbs. to the measured bushel, at \$1.40 per bu. (14 lbs.), f. o. b. cars here." Then the company that gave the order wrote: "We wish to correct your understanding of our order. This called for minimum car of 15 tons and not for 325 bags."

The view of the Circuit Court was that the purchaser was bound to "treat fourteen pounds as a bushel," because of the seller's letter acknowledging receipt of the requisition, or order, and the latter's failure to make any objection to the description of the thing sold therein contained, while calling attention to the fact that the order called for one "minimum car of 15 tons and not for 325 bags."

But the Court of Appeals, as before suggested, takes a different view, saying that if the seller did not understand the order, or did not think it therein correctly interpreted the word "test" in his original offer of the seed for sale, ought he not to have frankly said so? Instead, in his letter acknowledging receipt of the order, he said that it "seems to be correct"; and proceeded to add in his letter: "325 bags Fancy Cleaned True Kentucky Blue Grass Seed, testing 21 lbs. to the measured bushel, at \$1.40 per bu. (14 lbs.), f. o. b. cars."

This was the first time "14 pounds" appeared in the correspondence between the parties. What did it mean? On the trial it was shown that the purchaser had for a number of years issued a seed catalogue in which it listed, among other articles, Kentucky Blue Grass Seed as containing 14 pounds to the bushel; but there was evidence on its part tending to show that this was inserted only for the purpose of informing farmers and others using such seed that 14 pounds in weight should be sown where the directions called for the sowing of a bushel. The figures and symbol in parentheses

(meaning 14 pounds), taken in connection with the preceding correspondence between the parties and for the first time appearing therein, were ambiguous, and their meaning, taking in connection with the balance of the correspondence, should have been left to the determination of the jury, in view of all the facts and circumstances of the case.

Wherefore the Court of Appeals reverses a judgment obtained by the seller, remanding the cause for a new trial.

## ARBITRATION DECISIONS.

The following arbitration decisions are kindly furnished by Sec'y E. J. Smiley of the Kansas Association:

## DELAY IN ACCEPTANCE VITIATES CLAIM.

*The Bennett Commission Co., plaintiff, vs. J. Jacobson, defendant.*—[C. A. Smith, I. A. Pribble and F. B. Bonebrake, committee.]

In the above entitled cause, the facts appear to be as follows:

On August 5, 1911, the defendant, J. Jacobson, of Formosa, Kan., wrote to the plaintiff, the Bennett Commission Co., of Topeka, Kan.: "I could furnish you two or three cars wheat at 83½c here. I send you sample of a car ready to bill out that I will hold until I can hear from you tomorrow morning."

On August 7, 1911, the plaintiff telegraphed the defendant: "Letter just received. Accept the three cars herein offered."

This message was delivered to the defendant at 1:20 p. m., August 7. Later in the day the plaintiff wired the defendant, giving billing instructions on one car and offering the "same price for two cars more, making five in all." This last message was delivered to the defendant at 8 a. m., August 8.

The defendant made no reply to the plaintiff until the evening of August 8, when he wrote that he was sold out before getting plaintiff's wire acceptance and that he would not then book any sales to the plaintiff.

In corresponding with the plaintiff relative to this matter a few days later, the defendant stated that he had sold a car of wheat at 88c a bushel, and on that statement the plaintiff asks that it be awarded 4½c a bushel damages.

The market for wheat like that involved had remained practically unchanged, so far as your committee can determine, the variation in price not exceeding a cent or thereabouts either way.

The plaintiff claims 4½c a bushel damages on 3,000 bushels wheat, the same being \$135. The defendant denies the claim, and says he did not sell the wheat to the plaintiff.

Your committee holds that the defendant's offer being limited to "tomorrow morning," which in business practice would be 9:30 a. m., Monday, August 7, expired before the plaintiff filed any acceptance of it with the defendant, the defendant having no response from the plaintiff until 1:20 p. m., August 7. The defendant was then under no obligation to confirm any sale to the plaintiff, and the plaintiff had no right to assume that the defendant would confirm any trade. Further, there was no advance in the market sufficient to justify any such claim as the plaintiff makes, even had the acceptance been made within the proper time. The claim of the claimant is denied. However, the defendant did not use proper courtesy, in that he failed to wire the plaintiff promptly that he would not confirm any sale of it; and for this reason the costs in this case (taxed at \$5) are assessed against the defendant; and the secretary is directed to return to the plaintiff its deposit fee.

## DISMISSED FOR WANT OF EVIDENCE.

*Harvey Reed, plaintiff, vs. Kemper Grain Co., defendant.*—[C. A. Smith, I. A. Pribble, F. B. Bonebrake, committee.]

In the above entitled action, Harvey Reed, the plaintiff, claims to have bought by telephone from the Kemper Grain Co., defendant, a car load of corn on June 29, 1911. The defendant denies having made any such sale to the plaintiff. The entire matter hinges upon a telephone conversation over which it is evident there was a misunderstanding.

It appears that no confirmations whatever were made by either party, hence there is no record showing that any trade was made between them; and for this reason the case is ordered dismissed; and the secretary is directed to return to each party his deposit fee.

## DAMAGES ALLOWED IN SPITE OF SEEING DELAY.

*The Browne Grain Co., plaintiff, vs. the Corn Belt Grain Co., defendant.*—[C. A. Smith, I. A. Pribble and F. B. Bonebrake, committee.]

In the above entitled case, the facts appear to be as follows:

On July 1, 1911, the plaintiff, the Browne Grain Co. of McKinney, Texas, wrote to the defendant, the Corn Belt Grain Co., of Atchison, Kan., asking it to wire lowest price on No. 2 white and mixed corn. The defendant received this letter on July 3, and answered by wire, in cipher, offering 5,000 bushels No. 2 corn at 75½c delivered McKinney, subject to immediate reply by telegraph. The evidence shows that this message was filed at Atchison at 11:45 a. m. and was delivered to the plaintiff at

1:50 p. m. The plaintiff then proceeded to translate this cipher message, decided at once to accept the offer and prepared a cipher message acknowledging receipt of the telegram, and saying to book the 5,000 bushels No. 2 corn. The telegraph messenger was called for and this message was filed for transmission at 2:40 p. m. and said message was received at Atchison at 5:55 p. m. and was telephoned to the defendant at 6:05 p. m. after it had closed its office for the day.

On basis of the offer and its acceptance, the plaintiff claims to have bought the 5,000 bushels of corn. The defendant claims that it did not sell the corn because the acceptance was not "immediate"; and upon its refusal to make shipment, the plaintiff, on July 5, bought in 5,000 bushels corn at 80½c, and asks that the defendant reimburse it for the difference. The plaintiff sustained a loss of 4½c per bushel, but files its claim only for 4½c a bushel on 5,000 bushels, or \$218.75.

Considering the time for the filing of the message making the offer, its receipt by the plaintiff and its reply, and the message's delivery the same day to the defendant, and also giving due consideration to the distance between the two points, your committee holds that the plaintiff's position is well taken; that it acted with promptness; that it was entitled to the corn; and, not getting the corn, is entitled to the damages it suffered and asks for. The defendant, the Corn Belt Grain Co., is ordered to pay through the secretary to the plaintiff, the Browne Grain Co., the amount of its claim, \$218.75, the costs of this arbitration, taxed at \$5, to be paid by the defendant; and the secretary is directed to return to the plaintiff its deposit fee.

## OPINIONS FROM TEXAS.

The following arbitration decisions by the Texas committee are kindly furnished by Sec'y Gibbs:

*IMPERFECT CONFIRMATION AND TROUBLES IN TRANSIT.*  
*R. Lupton vs. Julian A. Ivy Grain Co.*—[J. A. Hughes, A. B. Crouch and J. Z. Keel, committee.]

Claim filed before the arbitration committee of the Texas Grain Dealers' Association by R. Lupton of San Antonio, Texas, against Julian A. Ivy Grain Co. of Fort Worth, Texas, wherein plaintiff seeks to recover the sum of \$206 alleged loss on a car load of corn.

Kent Barber being disqualified, J. Z. Keel was appointed arbitrator in his place. Both parties appeared in person.

The testimony before us shows that, among other sales, on February 16, 1911, defendant sold to plaintiff 40,000 pounds No. 2 mixed corn in sacks at 60½ cents delivered Texas Group 3 points, for shipment within 5 days to Menard, Texas. The defendant's confirmation specified Fort Worth weights and grades. The plaintiff's confirmation did not state what weights and grades should govern; and we therefore hold that the sale was to be governed by Fort Worth weights and grades, as stated in defendant's confirmation.

When the defendant attempted to ship the corn to Menard, as instructed by plaintiff, it was found that no rates and diversions were in effect to Menard, that being a new station on the 'Frisco; whereupon defendant immediately so notified the plaintiff, who requested defendant to ship the car to Brady, Texas, and there to rebill it to Menard, Texas. The defendant wired that he would ship to Brady, and that plaintiff could rebill to Menard. This was done, but there was considerable delay in the movement of the shipment from Fort Worth to Brady and from Brady to Menard.

The car was refused at Menard on account of its being in a damaged condition, and many communications passed between the parties, but no settlement was reached. Plaintiff being unable to sell the corn at Menard, it was returned to Fort Worth on the original billing, and was there sold on basis of 44 cents per bushel f. o. b. Menard. The plaintiff rendered a bill for \$206, which included the loss on the corn, certain freight charges and plaintiff's expenses in going to Menard and Fort Worth, while effecting a disposition of the shipment.

We find from the testimony that defendant was furnished official inspection on the shipment, but that he furnished only the certificate of a private person in Fort Worth; and we are, therefore, of opinion that defendant was negligent in not furnishing plaintiff official inspection, as set forth and promised in his letter to plaintiff under date Feb. 17, 1911.

We will, therefore, find in favor of the plaintiff, but will eliminate his charge of \$16 freight from Brady to Menard, as it is clear to us that it was the duty of plaintiff to rebill the car from Brady, and that the additional freight should be borne by plaintiff. We will also eliminate the plaintiff's charge of \$25 for his expenses in making trip to Fort Worth. It is shown that Mr. Ivy assisted in making disposition of the corn when it was returned to Fort Worth. We think that Mr. Lupton could have made disposition of the corn in Fort Worth without the necessity of a personal visit to that market. Plaintiff's expense to Menard we consider a proper item, for the reason that Menard is a new station. The plaintiff also has claimed a

commission of \$4.17 for selling the corn in Fort Worth, but this item we decline to allow on the ground that defendant assisted him in procuring the best disposition of the corn in Fort Worth.

We will require that plaintiff file with the secretary evidence that he ordered the car rebilled from Brady to Menard immediately on payment of defendant's draft for the shipment; and when this evidence is filed with the secretary, it is our order that the Julian A. Ivy Grain Co. pay to R. Lupton, at San Antonio, Texas, the sum of \$165, and that the secretary be instructed to return the deposit fee of plaintiff. The cost of this arbitration to be assessed against the defendant.

#### DECISION BY DEFAULT OF DEFENDANT.

*W. H. Dowlen & Son*, plaintiffs, vs. *Reinhardt Grain Co.* J. A. Hughes, A. B. Crouch, Kent Barber, committee.

Claim filed before the arbitration committee of the Texas Grain Dealers' Association, by W. H. Dowlen & Son of Windom, Texas, against Reinhardt Grain Co. of McKinney, Texas, wherein plaintiffs claim \$91, alleged to be due by defendant for loss of one car ear corn, and for default in the shipment of three cars of ear corn, all bought from the defendant. Both parties to this controversy are members of the Texas Grain Dealers' Association, and were amenable to all our rules governing the arbitration of differences.

The above claim was filed for arbitration Oct. 21, 1910, now more than one year ago; and the defendant, though repeatedly urged by the secretary, has filed no answer as required by our rules, and the case has heretofore been continued for want of such answer.

On August 24th, 1911, this committee directed the secretary to notify defendant to prepare for trial at the next meeting of the committee, and that in the event no answer was filed default award would be made in favor of plaintiffs. This notice was issued by the secretary, and was mailed to defendant on Sept. 2nd, 1911; and it appearing that no answer has been filed by the defendant, as ordered in said notice, and no reason being presented to us why such answer has not been filed, we will render default award to plaintiffs for the amount claimed, as provided in the Constitution of the Texas Grain Dealers' Association.

It is therefore ordered that the defendant, Reinhardt Grain Company, promptly pay to the plaintiffs, W. H. Dowlen & Son, at Windom, Texas, the sum of ninety-one (\$91.00) dollars, and that the secretary be directed to return the deposit fee of the plaintiffs.

#### DIFFERENCE UPON WEIGHT.

*E. R. & D. C. Kolp*, plaintiffs, vs. *L. L. Sellers*, defendant.—J. A. Hughes, A. B. Crouch, and Kent Barber, arbitration committee.

Claim filed before the arbitration committee of the Texas Grain Dealers' Association by E. R. & D. C. Kolp of Fort Worth, Texas, against L. L. Sellers of Panhandle, Texas, for \$37.83, shortage in weight and demurrage charges on a car load of milo maize.

The testimony before us shows that on January 17, 1911, the plaintiffs, through L. W. Roper, who was representing the defendant, purchased from defendant a car load of milo maize at 80 cents per 100 pounds f. o. b. Panhandle for shipment to Fort Worth, Texas, and subject to destination terms as to weight and grade. The shipment was made by defendant in car A. T. 34,934, being invoiced to contain 57,545 pounds in sacks. On arrival, plaintiffs weighed same and found it to contain a net weight of 53,460 pounds, the weight being ascertained by track scale—gross, 92,000 lbs.; tare, 38,540 lbs.; net, 53,460. Plaintiffs also took the marked tare of the car, 37,900 pounds, and, weighing the car before it was unloaded, an apparent shortage from invoice weight was discovered. Plaintiffs then made wire demand that the First State Bank of Panhandle, Texas, guarantee the weight before defendant's draft be paid. This was done, when plaintiffs unloaded the car and ascertained the correct net weight as 53,460 pounds. Account sales was rendered, and a demurrage charge of \$4, which had accrued on the car at shipping point, was added, all amounting to \$37.83. For this amount Mr. Roper gave plaintiffs a draft on the First State Bank of Panhandle, and payment of same was declined. Plaintiffs appear to have called the attention of Mr. Roper, who was then in Fort Worth, to the shortage, and he, Roper, assured them that the shortage would be protected by defendant in accordance with the terms of the contract.

The defendant submits to us copies of 19 wagon scale tickets for maize purchased from farmers, and said to have been loaded into the car shipped to plaintiffs. He also submits a letter from A. E. Meyer, auditor, in which it is stated that the car was weighed at Amarillo, Texas, over W. R. W. A. scales, showing a net weight of 54,700 pounds.

We have carefully considered all the testimony, and from the fact that the maize was sold on destination weight, and from the further fact that the railroad weight at Amarillo more nearly agrees with the weight as determined by plaintiffs at

destination, we are forced to find in favor of plaintiff for the amount claimed.

It is therefore ordered that the defendant, L. L. Sellers, promptly pay to the plaintiffs, E. R. & D. C. Kolp, at Fort Worth, Texas, the sum of \$37.83, and the secretary is directed to return the deposit fee of plaintiffs.

## IN THE COURTS

*H. L. Peterson*, referee in bankruptcy, was enjoined from selling the elevator at Sister Bay, Wis., by Edward Fehl, of Sevastopol, who has claims amounting to \$1,400.

The case of *J. D. McGill* against *J. A. Ireton*, an action to recover \$300 commission for arranging the sale of a grain elevator at Marion, Ohio, was decided in favor of *J. D. McGill*, granting him the amount sued for.

*W. B. Roby*, former manager of the South Dakota Farmers' Elevator Co., of Verdon, S. D., charged with a shortage of \$42,000, was held to the Circuit Court by the Municipal Court at Aberdeen, and his bonds were raised to \$15,000.

The Supreme Court of New Jersey affirmed the decision of the District Court of Bergen County, N. J., in which Ottolnar Barthold obtained a verdict in the suit brought against him by Frank A. Champlin. The action was based upon the defendant's refusal to accept a carload of oats consigned to him.

*Charles E. Leifer*, an implement and seed dealer of Little Rock, Ark., filed a voluntary petition in bankruptcy recently. S. E. Rouse was named as receiver. The liabilities are placed at about \$10,000 and are divided between Parlin & Orendorff, the John Deere Plow Company, Schister-Cornell Feed Co., all of St. Louis, Mo., and others.

The affairs of the Galesville Grain Co. of Galesville, Ill., are to be settled by Ira Rigdon of Mansfield, Ill., who has been appointed receiver for the concern. The corporation has been in existence about nine years and is capitalized at \$10,000. At present it is in debt, but it is hoped that the receiver will be able to pay over 90 cents on the dollar. The elevator is for sale.

A jury in the United States District Court has awarded the Quaker Oats Co. damages to the amount of \$5,038 in its suit against the Canadian Pacific Railway. The Quaker Oats Co. declared that some 40,000 bushels of corn which it owned and had stored in the railway's elevator at Detroit were spoiled by the failure of the railway to provide sufficient cars for its shipment.

The case of *William H. Merritt & Co.* of Chicago, against the *L. C. Daniels Grain Co.*, of Hartford, Conn., was settled out of court. The plaintiff had asked for \$3,000 damages for the difference between the price of 15,000 bushels of corn contracted for by the Connecticut company and the price that the corn had to be sold for after its refusal at Hartford. The settlement was not made public.

A libel has been filed against the steamer William Henry Mack of the Jenkins Steamship Co. by the Buffalo Cereal Co., the Nye & Jenks Grain Co., and Hagaman & Co., grain dealers, all of Buffalo. It is alleged that part of a grain cargo shipped from South Chicago to the Buffalo firms was damaged by water and that when a settlement was sought by the firms the owners refused. The total amount sued for amounts to \$1,750.

The case of the *Page Farmers' Elevator Co.* against *William Thompson*, at Fargo, N. D., resulted in judgment for the plaintiff for \$1,000 with interest at 7 per cent from 1907. The plaintiffs stated that the defendant bought an elevator in Page County for \$5,000 and proposed to sell it to the Farmers' Company for what it cost him, and represented the cost to be \$6,100. The farmers sued to recover \$1,000, claiming that they had been defrauded.

No decision in the Duluth grain rate case is expected from the Interstate Commerce Commission until next spring. The Duluth Board of Trade has been given until January 10 to file its brief, and the defendants must file their brief by January 25, and the Duluth reply must be filed by February 10. It is expected that oral arguments will be given in support of the briefs by both sides, so that it will be well along in the spring before the commission has the affair in hand.

*J. Sidney Smith*, a grain dealer of Kansas City, Mo., has filed suit for \$100,000 damages, of which \$50,000 is for alleged actual damages and \$50,000 for punitive damages, against *A. C. Stewart*, *Henry Haarstick* and *W. T. Kemper*, trustees of the defunct *Harroun Commission Co.*, and *A. L. Harroun* and *Edwin C. Fletcher*. The damages are said to have resulted from the attachment of Smith's property and bank account by the defendants, making it impossible for him to pay his debts and meet other obligations. Smith charges that he loaned them his notes to the amount of \$19,000 merely that the Harroun Co. might "make a flash" of assets, and that the company was in financial straits at the time and used the notes as collateral for a loan.

Later the company went into bankruptcy and the trustees came across Smith's notes and after a suit obtained judgment for \$26,000, and all his property was attached recently as he was about to leave Kansas City.

*P. S. Cope*, a hay and grain dealer of Vinita, Okla., filed complaint, December 3, with the corporation commission, asking that the *M. K. & T.* and the Frisco railroads be required to furnish him with more cars. He alleges that for the past 90 days his business has required four cars a day, and they have given him but one.

The circuit court at Superior, Wis., has overruled the demurrer entered by the defense in the proceedings by *H. A. Johnson*, former member of the state Grain and Warehouse Commission against *Ray J. Nye*, present incumbent, and the case will go before the Supreme Court in February. The prosecution argued that a legislator cannot be made a member of an office to which he was directly or indirectly responsible for a raise in the salary of that office.

Four creditors of the firm of *Larkin & Metcalf*, with headquarters at Madison, S. D., have filed a petition of involuntary bankruptcy against the firm, claiming that it is insolvent and has committed acts of bankruptcy. *Larkin & Metcalf* are in the elevator and grain business and have elevators at *Lily*, *Winfred*, *Colman*, *Waubay*, *Vilas*, *Ramona* and *Sioux Falls*. The claims amount to \$9,547, and the petitioners claimed were incurred by the firm in borrowing money from them.

The *Belt Elevator and Feed Co.*, of Indianapolis, a corporation that went out of existence in July, 1911, has been declared liable to prosecution by a judge of the Criminal Court. In October, 1910, it was charged that the company had failed to properly label or stamp sacks containing alfalfa meal. At their trial they contended that as a corporation not in existence they were not liable to prosecution on that ground. The ruling of the court was that such actions may be maintained for a period of three years after the dissolution.

The *Henderson Elevator Co.* and *Aaron Walter & Co.* have each made the *Louisville & Nashville Railroad* a party to a suit for damages amounting to \$23,000, for the failure of the Railroad to furnish cars for the shipment of grain to certain points as required by the Interstate commerce law. The damages are said to have accrued from the failure of the Company to furnish cars, the subsequent depreciation and damaging of the corn by storage, and the fact that the Railroad shipped the grain later at local rates, instead of the through rate.

*George Reed*, a grain buyer, was recently arrested, charged with having obtained grain at Hamlet, N. D., with fraudulent checks. He states that he had an arrangement with the First International Bank of Hamlet by which the bank was to honor checks he issued in payment for grain and that the bank was to have half the profits, and that after eighteen cars of grain were bought the bank saw that there would be a loss of \$1,000 on the deal, so it refused to honor the checks. He states that he is willing to have all amounts due from the sale of the grain go to those from whom he bought the grain.

Attorneys for the *Nye-Schneider-Fowler Co.* have asked the Supreme Court at Lincoln, Neb., for a rehearing and judgment in favor of the Company in the case where *M. R. Grundy*'s estate is the other party. *Grundy* was a workman who died as a result of a fall from an elevator that the Company was building in South Omaha five years ago, and his heirs were given judgment for \$3,200. The company claims that the Supreme's Court's opinion on the decree previously rendered was based on an erroneous view of the law. The Company seeks to know wherein it was guilty of negligence resulting in the death.

For the second time a jury in the Supreme Court has failed to agree upon a verdict in the case of *Gibson Oliver*, treasurer and manager of the *Durant & Elmore Grain Co.*, charged on several indictments with grand larceny in raising hundreds of thousands of dollars for his company on false bills of lading. The jury stood ten to two for acquittal; and the first time eleven to one for acquittal. *Henry C. Palmer*, the freight agent of the *D. & H. Co.*, who signed the alleged false bills of lading on which *Oliver*, manager of the *Durant & Elmore Co.*, secured its loans, was convicted but has not been sentenced pending the outcome of the trial of *Oliver*.

Charging that they were attempting to ruin him and assess him out of the corporation, *Richard McCarthy* of San Jose, Cal., has brought suit against *H. B. Martin & Co.* and the directors of the company, grain dealers, asking that they be enjoined from persecuting him further. He claims to be the holder of \$22,000 worth of stock in the company and that the company, while solvent and having a surplus of at least \$13,000, has levied two assessments of 10 per cent each on his stock merely to harass him; that they have refused to buy his stock; have prevented its sale to any outside investor; and that they threaten to sell his stock to meet the delinquent assessments.

## FIRE-CASUALTIES

An elevator at Stanford, Ill., was blown over in the recent tornado.

The Cargill Elevator at Cooperstown, N. D., was slightly damaged by fire December 7.

The elevator of the Eastern Montana Elevator Co., at Marsh, Mont., suffered a small loss by fire November 17.

N. B. Ward, of Sheldon, Ill., seriously injured the fingers of his left hand while working with a grain dump recently.

The office of Beaman & Co., grain cleaners, Winnipeg, Man., was destroyed by fire recently; loss, \$400; partially covered.

Fire destroyed the office of the farmers' elevator at Wibaux, Mont., November 12, but was prevented from spreading to the elevator.

The Royal Elevator at Baden, N. D., was destroyed by fire November 19, together with 3,500 bushels of grain. The cause of the fire is not known.

Fire in the grain storage of J. Rosenberg & Son, Philadelphia, Pa., recently caused a large loss. This is the second fire in the mill within the past few months.

B. E. Fischer, of the Oxford Mill & Elevator Co., Oxford, Kan., was seriously injured in the company's plant recently, when some heavy machinery gave way and fell upon him.

The hay and grain storehouse of A. J. Duhamel, Holyoke, Mass., was damaged by fire to the extent of \$800 November 23. The contents of the building were removed by the firemen.

C. R. Terwilliger's elevator at Granum, Alta., was totally destroyed by fire recently. Insurance to the amount of \$6,500 was carried on the building and \$7,500 on the contents.

The Hoffman Elevator with 14,000 bushels of wheat, at New Cambria, Kan., was totally destroyed by fire December 5. It was owned by the Hoffman Milling Co., of Enterprise, Kan.

The steamer M. W. Agate, loaded with grain for Elevator "3" at Baltimore, Md., recently struck a submerged pile near Lower Canton, and was sunk. It will be floated as soon as possible.

Fire destroyed the \$15,000 stock of feedstuffs of the A. M. Hayes Wholesale and Produce Co., at Greenville, N. C., recently. The origin of the fire is unknown. Insurance to the amount of \$5,000 was carried. The damage to the building is not known.

The McCabe Elevator at Cavalier, N. D., was destroyed by fire November 28, and about 16,000 bushels of wheat spoiled. It is thought that a hot box caused the fire. George McCabe, of Grafton, N. D., the owner of the elevator, has started business in a vacant elevator nearby.

Fire destroyed the Neola Elevator at Hinckley, Ill., November 23, in a conflagration that nearly destroyed the entire town. The loss to the elevator company is estimated at about \$45,000. Part of the business district of the town was wiped out, and it was with difficulty that the fire was kept in check.

The elevator of the Kalida Grain Co., Kalida, Ohio, was destroyed by fire recently together with 20 carloads of grain, causing a loss of about \$35,000. The elevator collapsed and covered two cars belonging to the Ohio Electric Railroad, one loaded with hay and the other with grain, causing another loss of \$1,000.

Fire threatened the destruction of two Michigan Central transfer grain elevators at Chicago recently. The blaze was discovered in the offices of the elevators and due to the strong winds the firemen had a hard fight to prevent the elevators from burning. The elevators are operated by Frank H. Mealiff & Co., of Chicago.

The hay and grain warehouse of H. K. Webster, Lawrence, Mass., was totally destroyed by fire recently, causing a loss of \$25,000. Fire doors prevented the spread of the fire to the elevator. Incendiaries are suspected, as the night watchman noticed no signs of a fire when he made his rounds half an hour before the fire was discovered.

The Eldad Elevator at Buffalo, N. Y., was nearly destroyed by fire November 25, and suffered damage amounting to about \$40,000, most of which was on the grain stored. The loss to the building was about \$2,200, covered by insurance. The fire was caused by friction from the stoppage of a belt in the elevator leg. This is the fourth fire in this elevator since 1905.

The Southern Grain Elevator in East St. Louis, Ill., was wrecked by the recent Illinois tornado. Five stories were taken off the top of the building and the machinery was ruined. The elevator was operated by the Illinois Grain Elevator Co., which posted notices that it would not be responsible for the quantity and quality of the grain which it contained as represented by the warehouse receipts.

The building has been carrying heavy tornado insurance since the destruction of the Burlington Elevator a few months ago.

The elevator at Kerrick, Ill., was moved 18 inches off its foundation during the tornado which swept the southern and western part of the state. Workmen have moved the elevator back, and have found that little other damage was done.

The auxiliary building of the G. E. Gee Grain Co., Minneapolis, was destroyed by fire November 23, and the main elevator of the company was saved only by the quick action of a fireman who cut down the metal spouts connecting the two buildings. A forced draft was already carrying sparks through the spouting and the elevator might have been destroyed also. The loss to the auxiliary building is estimated at about \$4,000. The fire is thought to have started in the engine room.

The elevator of the Farmers' Grain Co., at Dorans Crossing, near Arcola, Ill., was destroyed by fire recently, causing a loss of \$20,000, with insurance on the building and contents amounting to \$15,000. The company will rebuild at once. A temporary shed has already been erected. It is suspected that the fire was incendiary as when it was discovered it was noticed that several windows of the elevator had been broken in and one was open. The fact that the building was sheathed with iron precluded the idea of a locomotive spark having set it on fire.

The elevator of the Hartin Grain Co., located at Mapes, N. D., was destroyed by fire November 22, together with about 25,000 bushels of grain. The company carried insurance to the amount of \$3,500 on the building and full insurance on the grain. The fire was caused by friction from a loose pulley in the cupola. It was discovered by Charles Barta, who is in charge of the elevator and was overcome by smoke while attempting to put out the fire with a hand extinguisher. He was rescued with difficulty by Lewis Pennington, and by that time the fire had gained such headway that it was impossible to save the building.

### SAFEGUARDING BILLS OF LADING.

The joint committee of the Baltimore Clearing House and Chamber of Commerce, which has been considering the bill of lading problem, with the view of protecting both the merchants and the banks, has proposed a temporary arrangement by which it is agreed that the Clearing House and the Chamber of Commerce shall advise their members that, effective November 15, no "order" bills of lading will be accepted as collateral unless the following notation is stamped or written upon it and properly signed by the cashier or other accredited agent:

"Draft for \$— to which this bill of lading was attached was received by the —— Bank, of Baltimore. (Date —, 19—.) (Signed) cashier."

All banks assenting agree that without exception they will accept as collateral only the bills of lading upon which this signed impression or writing appears. In its absence, there must appear in writing a statement, signed by the proper agent of a delivery carrier in Baltimore, that such carrier has a manifest or other evidence of genuineness.

Merchants entering the agreement may not offer or attempt to pledge with any banking institution in that city any bills of lading not vised as indicated. If any bank or collecting agency in the city shall decline to affix the required certificate, the drawee of drafts having attached bills shall advise the makers of the drafts that future drawings must be so routed as to reach one of the banks co-operating in the agreement, notice being given naming the banks assenting.

### SOYA BEAN CROP.

The British Consul at Vladivostok in a recent report says: "The prospect of the soya bean crop for the season of 1911-12 is very good. It was expected at one time that the plague in North Manchuria would have caused late sowing and consequently a late harvest, but these anticipations have not been fulfilled; and everything now points to an abundant crop, unless spoilt by late floods. Care will have to be taken by exporters to avoid the remains of last year's crop being forced upon them as new, for on account of the plague it was impossible to bring in beans from remote localities before the opening up of the Sungari River, and there is every prospect that Chinese sellers will endeavor to get these stocks off their hands this year."

"The practice of giving large advances to Chinese dealers on account received a salutary check during the last season, when they failed to fulfill their engagements. Strong firms with a good buying organization would, therefore, stand an excellent chance in future operations, while the failure of the speculative contracts for forward delivery, which have spoilt the trade during the last two seasons, will, it may be hoped, discourage repetition."

## BARLEY and MALT

The world's barley crop of 1911 is estimated at 1,200,000,000 bus., against 1,385,245,000 in 1910.

A Winnipeg report of Nov. 30 says a Minneapolis barley buyer was in the former city to contract for 5,000,000 bus. of barley to cross the line.

The L. Rosenheimer Malt & Grain Co., of Keweenaw, Wis., that recently lost its elevator and malt house by fire, has rented a small malt house in Appleton, Wis., and opened it.

The Acme Malting Co., Chicago, has filed articles of incorporation, with a capital stock of \$100,000. The incorporators are William P. Rice, Carl M. Mohr, and Robert H. Lanyon.

S. J. Woolner and Thomas Gottlieb of Chicago, Ill., have leased the malting plant at Mankato, Minn., and are operating it. Some extensive repairs are being made upon the plant at present.

California has shipped more barley to the Eastern states this year than ever before. Usually California barley is shipped to Europe, but foreign shipments this season are small compared with those last year.

Five cargoes of California barley were recently shipped to England via Cape Horn, and now they are being shipped back to the United States, having been resold here. The cost of reshipping without breaking cargo is small, as no duty has to be paid.

The rigidness of the inspection now enforced by the Commercial Exchange has caused much favorable comment abroad, and with more ample grain elevator facilities this port would be in a position to ship several times the amount which left Nov. 12 [530,000 bus.]. Already reports have been received from Europe testifying to the high standard maintained at this port in the inspection of grain. Despite the handicap of the recent embargo, letters have been received from foreign grain consignees to the effect that the condition of grain received abroad on Philadelphia inspection far surpasses that of shipments from all other North Atlantic ports.—Philadelphia Ledger.

Barley is growing scarcer daily. Already five cargoes of California grown grain, which had been sold and shipped to the United Kingdom, have been resold to come back to the United States, and brewers at the Atlantic seaboard will be using barley grown on the Pacific coast inside of two months. The barley was shipped to England via Cape Horn, and then to Atlantic seaports. The cost of reshipping from England to the United States without breaking cargo is slight, and as the grain will not have to pay duty it will result in a material saving. Chicago barley specialists claim that there has never been a period in recent years when the trade was face to face with such a scarcity as at present. While the daily inspection sheet shows good arrivals of barley here, the greater part goes to apply on sales made to arrive. Maltsters are unable to take care of the number of cars tendered them, and a temporary embargo has been placed by the railroads on several maltster elevators.—Inter-Ocean.

### WHY MISREPRESENT THE CROP?

Now, this story of importing Russian barley reminds me of a similar situation some years ago, when barley was high in price. The same argument was used about Russian barley, and it was reported at that time that all kinds of cargoes of Russian barley had arrived in New York to put down the price of our barley, but the truth of the matter was, that there never was one bushel of Russian barley imported. The difference, however, was, that at that time it was a Milwaukee maltster and barley dealer that spread the report. Today it is the brewer, or consumer of malt that uses the same tactics. What is the use of false reports when we are face to face with a serious situation? Wouldn't it be much better to be truthful and adopt some measure to keep prices within bounds, by which we could improve the situation instead of mixing it up more, as was done last year with the reciprocity bill and the sending out of all kinds of slanderous circulars? The more this method was used the higher the price of barley went, and I think it is high time that we adopted more sane methods.

The report of the enormous barley crop in Canada, which was spread broadcast before the reciprocity bill was defeated, seems to be falling flat, if we take their visible supply as an indication. Last week the Canadian visible increased 50,000 bushels, and is today only 505,000 bushels. Now, what does this indicate? Canada has not raised as large a barley crop as was raised before, and we all know that only the smallest percentage of their crop is fit for malting purposes, and as they have been short last season of this kind of barley, they will need very nearly all of it to make up their own shortage. And, as the world's barley price is high, they can get a better price in Europe for their surplus if they have any.—W. H. Prinz in Am. Brewers' Review.

## TRANSPORTATION

Ft. William, on Dec. 2, loaded out 3,336,000 bus. of wheat into 18 vessels, beating all previous 24-hour records.

The number of idle cars reported for the fortnight ended Dec. 3 was 3,400 less than for the preceding fortnight, the total Dec. 3 being 23,110.

The Ft. William elevators, during the third week of November, loaded nearly 10,000,000 bus. of wheat into vessels. The week following the advance orders inducted a total of 12,000,000 bus. into 30 ships.

Vessel storage for movement of the grain next spring has been very largely absorbed at as high as 2 3/4 c and 3 c at head of the lakes to Buffalo. The amount to be held in store at Buffalo is estimated at 11,000,000 bus.

The best lake rate of the season was paid on Nov. 31 for a 350,000-bushel capacity steamer to load grain at Ft. William for Buffalo by midnight, Dec. 3. Four and a half cents for prompt unloading at Buffalo was specified in the charter. The only condition was that shipper be given forty-eight hours' notice before the ship started loading.

Duluth's petition before the Commerce Commission for the same rates on grain from South Dakota and Minnesota that obtain at Minneapolis was heard by Commissioner Clark at Duluth on Nov. 22-23. As the case involves a radical readjustment of grain rates to all Northwestern terminals, all these markets were represented at the hearing. Arguments will be made in January.

The petition of the Milwaukee Chamber of Commerce to the Interstate Commerce Commission for a readjustment of freight rates on grain from certain portions of the grain producing territory in Minnesota, South Dakota and Iowa to Milwaukee, as compared with the rates to Duluth and Superior, was heard by the Commission, represented by Commissioner Clark, in Milwaukee on Nov. 24. Oral arguments in the matter will be heard by the Commission in February.

The Commerce Commission on Dec. 7 declared its assumption of jurisdiction over the practices of a railroad, or railroads, constituting a through route "affecting the right of the shipper to safe and speedy transportation of his freight." Under this decision all of the car interchange rules of the American Railway Association become subject to the regulations of the Commission, affording it absolute jurisdiction over the transportation as well as over the charges of all freight.

The Chicago Board of Trade Transportation Department on Dec. 2 gave the following notice: The Chicago eastbound lines have amended their tariffs, effective on various dates in December, to provide an additional reason for which the transfer allowance of 1/4 cent per bushel is allowable, namely, to obtain weight for billing purposes. This feature should be borne in mind in the preparation of claims for the transfer allowance, as outlined in our Bulletin No. 144, as the tariffs of the carriers provide that claimants' bills must specifically state thereon one or more of the eight reasons for which the allowance is authorized.

The Northwest complains of grain car shortage, some of which is charged up to Minnesota terminals which have been slow to unload. The immense business offered does not, however, seem to appeal to country shippers, who from Sept. 1 to Nov. 29 inclusive, sent to Duluth and Minneapolis 54,976 cars of wheat, or 13,955 cars more than during the same period in the previous year, and compared with 74,995 cars in 1909. This is a remarkable showing considering the shortness in the crop this year. The receipts at Winnipeg are even this year, aggregating, to Nov. 1 only, 49,758 cars, or 4,880 cars more than last year, and compared with 48,850 cars two years ago.

The Chicago Board of Trade Transportation Department gives notice that, effective November 21, 1911, on Illinois shipments and on December 23, 1911, on Interstate shipments, the Elgin, Joliet & Eastern Ry. will absorb the switching charges of delivering lines up to, but not to exceed, \$3.50 per car, on shipments of grain originating at stations on the E. J. & E. Ry. delivered to connecting lines at 98th St. (South Chicago), consigned to elevators located within the Chicago switching district; also, where the Belt Ry. is used as an intermediate carrier, the E. J. & E. Ry. will assume the Belt Ry.'s interchange charge.

The Chicago Board of Trade Transportation Department on Dec. 6 gave the following notice: "We are advised that, effective December 9, 1911, on interstate shipments, and on November 9, 1911, on state shipments, the Big Four Route has readjusted its rates on grain to Chicago from Illinois points on the following basis: Kankakee & Seneca branch (Bonfield and west to Seneca), 7 cents per 100 pounds; Peoria & Eastern division (Bockwith and west to Peoria), 9c; St. Louis division (Paris and west to East St. Louis), 10c; Cairo division (Danville and south to Cairo), 9 to 13c. No change has

been made in the rates from stations in Illinois on the Chicago division or from stations in Indiana.

The Baltimore Chamber of Commerce is prosecuting before the Commerce Commission a complaint that the rates on grain to that port from southern Illinois and other Middle-West territory are too high and numerous witnesses were heard at Washington Nov. 18, both shippers from the territory in question and Baltimore exporters.

### MILLING IN TRANSIT CHARGES.

The case of Brook-Rauch Mill and Elevator Co. of Little Rock, Ark., against the St. L., I. M. & S. Ry. involved a car of corn shipped from Omaha, Neb., to Little Rock, Ark., to be there milled and reshipped to Fordyce, Ark. Shipment moved under tariff naming through rates from Omaha to Fordyce via Argenta, Ark., to which inbound and delivering carriers were parties in connection with a later tariff granting transit privileges at Little Rock, a point not on the delivering carrier's line. To this latter tariff the delivering carrier was not a party. Both carriers refused to furnish transportation equipment for the outbound movement from Little Rock, each claiming it was the duty of the other to do so.

The Commission held that as delivering carrier's obligation under the tariff to which it was a party does not accrue until delivery to its own rails, the duty to furnish equipment for outbound movements from complainant's mill rests upon the inbound carrier, the St. L., I. M. & S. Ry. In the opinion the Commission says: "It is to be regretted that the defendants have not agreed upon a method of procedure at Little Rock, such as would insure the expeditious handling of milling in transit traffic at that point, and we can not too strongly urge upon them the necessity of so doing. Unless such agreement shall be effected, and evidence of the same filed with the Commission within ninety days of the date from Nov. 29, the case will be further considered with the view to prescribing terms and conditions for the more effective operation of the tariffs, to the end that complainant and other shippers at Little Rock may be insured adequate transportation service for their interstate milling in transit business."

### SHIPPERS NEED NOT ACCEPT BAD ORDER CARS.

The Interstate Commerce Commission under date of Nov. 6 rendered the following decision in the case of Balfour, Guthrie & Co. et al. vs. Oregon-Washington Railroad & Navigation Co., which is of interest in connection with the subject of bad order grain cars.

"The great bulk of the grain produced in the states of Washington and Oregon is sacked in the field and so shipped. There are occasional movements, however, especially of grain intended for eastern markets, where the grain is transported in bulk. The complainants have had occasion to ship by the line of the defendant a considerable volume of such bulked grain, and they bring this complaint to remedy an evil which they have found to exist in the condition of the equipment furnished for such shipments; the box cars provided by defendants are said to be unfit for the purpose for which they are to be used in that it is necessary for the shipper before loading them with loose grain not only to provide grain doors but to clean and cooper them.

"Instances are cited where it has been necessary for the complainants to expend \$5 or \$6 in so patching up a car as to render it safe for the transportation of grain. The carrier provides in its tariffs for an allowance of not to exceed \$2 per car for grain doors, but it makes no provision for the covering of cracks and other repairs. It is the prayer of the petitioners that the commission should make an order requiring the defendant railroad to provide by published rule that shippers may, when occasion makes it necessary, cooper the car and recover therefore an allowance not to exceed \$5, including the allowance for grain doors.

"No one can deny that it is the primary duty of a railroad to furnish equipment that is usable. A shipper is not to be put to the alternative of either not shipping at all or of recovering from the railroad for loss of the commodity in transit. It is not a compliance with the requirements of the law that a car be put at the shipper's disposal; the car provided must be one that will convey the commodity safely to its destination under ordinary circumstances.

"In the event that the car furnished is unfit the shipper should reject it and call for another. This, it is said, is an expensive procedure for the shipper to follow, inasmuch as he is prepared at the time when the cars are placed to load them, and such rejection occasions a delay of possibly one or two days. There is no evidence that such a procedure was followed by the shippers here; on the contrary, they admit that in order to make their shipments in time and to save delay they coopered the cars themselves.

"Allowances of the kind here requested are of a dangerous character. The carrier cannot tell what the actual amount of material and labor used by the shipper was. The car is loaded immediately upon being repaired and is sent to some far distant

point. There is no means of adequately checking the expenditure of the shipper, so that it becomes extremely easy to turn such allowances into real rebates. We are asked to make an order compelling the carrier to reimburse the shipper upon the ground that such an order would be reasonable. The showing here made does not seem to us to justify requiring such a tariff provision. A record has been kept of the cars repaired by the complainants. The number so repaired in the last two years has been very small. We believe that it is a safer and more reasonable practice to curtail such allowances than to extend them, since the commission cannot in any way police such repairs, and it is a far wiser policy for the carriers to repair their own equipment than to farm it out to shippers. A rule of this character could not be limited to the repair of cars for a shipment in bulk of grain without establishing a precedent as to allowances for other commodities. For these reasons the petition of the complainants will be denied and the case dismissed."

### NASHVILLE TRANSIT CASE.

A temporary injunction was granted on Oct. 24 by the U. S. Court of Commerce setting aside the Commerce Commission's order withdrawing from Nashville the grain transit privileges not accorded to Georgia points. The Court of Commerce in granting the injunction held that Nashville's commercial interests would sustain greater injury by the sudden taking away of the privileges of rebilling and reshipping of grain and hay than the shippers at Atlanta, Columbus, Rome, Athens, Macon, Albany and other Georgia points would sustain by the continuance of the Nashville privilege. The injunction will stand until the Commerce Court can try the case on its merits. Judge Carland said, in the course of his decision:

"We fully appreciate the grave and responsible duty imposed upon this court by law in reference to the granting of injunctions or suspending the orders of the Interstate Commerce Commission and such cases will always be approached and considered with the care and consideration which such duty imposes."

On the quite important question whether the Nashville Grain Exchange and the Nashville Board of Trade have sufficient interest in the litigation, representing the business interests of the city as they do, to maintain the action brought by them to set aside the Commerce Commission's order, the court says:

"It is insisted, however, by counsel for the United States and the Interstate Commerce Commission that the petitioners in case No. 46 (brought by the parties named) have no such interest in the controversy as entitles them to intervene in case No. 47 (brought by the L. & N. R. R. et al.). We think this contention cannot be sustained. The last provision of Section 5 of the act creating this court, provides, as follows:

"Provided further, That communities, associations, corporations, and individuals who are interested in the controversy or question before the Interstate Commerce Commission, or in any suit which may be brought by anyone under the terms of this act or the acts of which it is amendatory or which are amendatory of it, relating to action of the Interstate Commerce Commission, may intervene in said suit or proceedings at any time after the institution thereof."

"The Nashville Grain Exchange is a corporation organized under the laws of Tennessee, and is an association of the grain dealers of the city of Nashville in said state, including in its membership practically all of the dealers in grain, grain products and hay in said city. The Nashville Board of Trade is a corporation organized under the laws of Tennessee, and is the leading commercial organization of the city of Nashville, representing in an organized way the bulk of the substantial business interests of said city.

"Language could not very well be made broader than the terms of the statute. It not only permits communities, associations, corporations, firms and individuals who are interested in the controversy to intervene, but such communities, associations, corporations, firms and individuals if interested in the question before the Commission or in any suit which may be brought by any one under the provisions of the act creating this court may intervene in any suit or proceeding at any time after the institution thereof. While there may be room for argument as to the character of the interest which such communities, associations, corporations, firms and individuals should have in the controversy in any suit in this court, there certainly can be no question but that the petitioners in case No. 46 are interested in the question to be decided in case No. 47. It has sometimes been held that parties who were merely interested within the terms of a statute which provided that parties in interest might intervene, but Congress in the language of the law above quoted was careful to make the law broad enough to include not only those who might be directly interested in the controversy, but those who were interested in the question to be decided."

## The CO-OPERATIVES

The Farmers' Elevator Co. of Moorland, Ia., has been dissolved.

The Farmers' Elevator Co. at Westhope, N. D., reports a loss of \$1,500 on crop of 1910.

The Farmers' Elevator Co. at Norris, Ill., paid a dividend of 6 per cent on the past crop.

The Langdon (N. D.) Farmers' Elevator Co. is paying 1c premiums for all grain bought.

The Waubay Farmers' Elevator Co. has been declared bankrupt by the U. S. Court at Aberdeen.

The Merchants' Elevator Co., Montevideo, Minn., declared a "satisfactory dividend" on crop of 1910.

The farmers' elevator at Stratford, S. D., has been reopened, the company having adjusted its financial affairs.

The farmers' elevator at Staunton, Minn., has been sold to Shepard & Alexander of Northfield, by order of the directors.

The South Dakota Farmers' Elevator Co. at Verdon, S. D., will close out the flour, coal and other personal property in hand.

The annual convention of the Farmers' Grain Dealers' Association of South Dakota will be held in February, 1912, at Mitchell.

Referee in Bankruptcy T. P. Silverwood, on Nov. 30 at Sturgeon Bay, Wis., declared the Door County Equity Elevator Co. bankrupt. A meeting of creditors of the concern will be called, when a trustee will be elected to take charge of the affairs of the corporation.

The Manitoba Grain Growers' Association will open a permanent office in Winnipeg, from which the work of organization throughout the province will be directed. The secretary has been instructed to secure an office and the necessary staff required to do this work. The intention of the Association is said to be the prosecution of a vigorous campaign during the winter in the direction of extending the organization in the communities in the province which have not up to the present time been reached.

### EFFECT ON THE CO-OPERATIVES OF PRICES.

The eccentric range of wheat prices during the past harvest and during the autumn has been disconcerting to the Nebraska co-operative companies of farmers organized to handle grain without paying the middleman's profit, says the New York Evening Post. The plan of these companies has been, when a rival elevator pays over one cent a bushel more than the co-operative company does, to allow their stockholders to sell there, but to bring back to their elevator one cent a bushel and place it in the treasury.

This year there has been such variation in prices that frequently the co-operative elevators have been shut down and all the grain has gone to their rivals, but the farmers have not always lived up to the agreement to bring back the stipulated difference to the co-operative elevators' treasurers. Then there has also come up for settlement the matter of the disposition of dividends. Many of the stockholders are not grain raisers. They demand a share of the profits. The farmers ask that the surplus shall be divided on a basis of the amount of grain furnished to the elevator, and not on the investment in the company. This has caused some eruptions among the co-operative concerns.

### CO-OPERATION OUT WEST.

"For three years the Farmers' Union of the state of Washington, which is strongly organized and generally patronized in our county," said Geo. P. Wiley, cashier of the Waterville Savings Bank, in an address to the Washington bankers, "has ordered grain sacks and twine direct from the jobber, and local banks had to work out the problem of safely paying out for this purpose \$30,000 to \$40,000 in a lump sum. In April the secretary of the Farmers' Union submits to the several banks, for approval, a list of the members, with the number of sacks and amount of twine each will require. Be it said to the credit of the Big Bend wheat rancher that his good intentions and honesty of purpose are so well regarded that it is rare for one to be refused credit for sacks or threshing. The list approved, the secretary of the Union takes from each member a note drawing interest from July 1 and due Nov. 1. The amount of the note is not filled in, but notation is made on the note that it is given for a certain number of sacks and so much twine. The banks then guarantee payment of all the sacks to the Union and the Union calls for bids for so many hundred thousand sacks. About July 1 the sacks are shipped in, and, upon receipt of the bill of lading, the secretary fills in each rancher's note with the amount of his sack bill, including twine and freight. All the notes are then turned over to the banks and remittance for the sacks made in full. In effect, each farmer gives his note to the bank with which he elects to do business, and each bank guarantees to the Union payment

of sacks to the amount only of notes which it holds. This arrangement has proved satisfactory and has saved the ranchers annually a considerable amount of money."

### SASKATCHEWAN CO-OPERATIVE ELEVATOR CO.

The Saskatchewan Co-operative Elevator Co. is now operating 21 houses, although only 5 were operated during the busy season. In these five houses about 1,000,000 bus. of wheat were handled, of which about one-third was purchased and two-thirds "special binned" for farmers. Contracts have been let which when all are completed will give the company 46 houses all told. All the houses now in commission are full of grain. "Will the system be a financial success?" a reporter for an Alberta paper asked C. A. Dunning, secretary-treasurer. "It will, in the sense that we want it to be," he replied. "The idea of making money is not first in this company, and, in fact, could not be under the plan that has been mapped out. The system will pay its way; of that there is no doubt. The receipts will cover the cost of operation and make the returns to the government as they become necessary. It will not, however, return big dividends to the shareholders, nor do we desire to do so."

### WHAT "CO-OPERATION" IS.

In the rooms of the Right Relationship League in the Twin Cities (Minneapolis and St. Paul) there recently gathered together in conference upon co-operative organization some twenty leaders of the co-operative movement in the United States. This informal gathering spent two days going over the needs of the co-operative movement in the United States, and as a result of their discussions formulated a statement of what constitutes actual co-operation, in the following words:

"Resolved, That it is the sense of this meeting the term 'co-operative' should rightfully be applied only to such organizations as comply with the following regulations:

"First, The limiting of votes to the individual member, irrespective of holdings, abolishing the proxy.

"Second, Limiting of interest on capital stock to the prevailing rates of interest.

"Third, The return of surplus profits according to patronage, and, where practicable, also according to service."

Oklahoma wheat is reported as conditioning 77, better than a year ago, when it was 35. Acreage shows 102 per cent, or about one-quarter more than was harvested last year.

The official report of the Ohio Department of Agriculture states that the condition of wheat is 83 per cent, and the amount of the crop of 1911 sold as soon as threshed was 45 per cent. The damage to the growing crop by the Hessian fly is figured at 4 per cent and by the white grub worm, 1 3/5 per cent. The corn acreage planted in 1911 is returned as 3,048,194 acres, and the estimated yield per acre of shelled corn is 35.9 bushels. The total estimated product for the state for 1911 is 110,618,956 bushels. Sixteen per cent of the clover acreage was cut for seed, averaging 1 1/4 bushels per acre of seed.

B. A. Lockwood Grain Co. of Des Moines on Dec. 5 wired: "The country dealer is asking the farmer not to deliver corn, as he cannot take it as No. 3 and the farmer in turn does not want to stand the discount. The corn that is in the elevator of the country dealer will be held until later in the month when it is hoped it will grade, or that the market will rally on the four grade. There is very little corn being loaded at present that will reach Chicago markets. Corn that is sold for December shipment will be held back until the weather is more suitable for grading. Such corn as is being loaded now is sold largely as cool and sweet and will go to industries."



Does the Bull Really Require Some New Arguments?  
—Zahm's Red Letter.

## CROP REPORTS

Tennessee shows an average of 33 bushels of corn to the acre.

Several counties in Oklahoma have not raised more than enough corn to pay for the seed.

Planters about Oscar, La., are sowing to oats and abandoning cotton on a large part of their land.

A dispatch from Witten, S. D., states that winter wheat is looking well and prospects are encouraging.

According to Chief Grain Inspector Powell of the Omaha Grain Exchange, Nebraska raised better corn this year than any state in the corn belt.

Returns from Clement, Curtis & Co., of Chicago, show that 75 per cent of the winter wheat has left the farm, and 60 per cent of the spring wheat.

Michigan reports the condition of wheat at 86, 10 points lower than a year ago, and 6 lower than two years ago. Farmers are said to hold 8,000,000 bushels of wheat, as against 10,700,000 bushels last year.

Kansas reports 50,809,000 bushels of winter and spring wheat with a value of \$43,840,000; 105,047,000 bushels of corn, 32,052,000 of oats, 250,000 of rye, 1,437,000 of barley, 78,985 of emmer, 1,299 of buckwheat.

E. T. Custerborder of Sidney, Ohio, writes that he finds nearly all the corn in western Ohio to be very green and rain soaked and that it will not be in a good marketable condition for at least twenty days or longer.

B. W. Snow cables from Buenos Aires that the wheat crop in Argentina is smaller than supposed. The yield in the northern half will be about 10 bushels to the acre, owing to the frost and drought during last October. In the southern half conditions are more encouraging.

The wheat crop in Kentucky has been damaged considerably by the freezing weather during the latter part of last month. The last crop report for Kentucky shows the following conditions: rye 93, pastures 89, blue grass 95, alfalfa 93.

Michigan dealers report recent prices to farmers for hand-picked beans from \$2.10 to \$2.15 per bushel. The New York yield is smaller than usual this year, and the quality fair. Both states report rain damage, though Michigan had 75 per cent of the crop under cover before the rains came.

The Hessian fly is reported in every county of Ohio except Ottawa, damage ranging from 1 to 16 per cent. The present prospect for the wheat harvest of 1912 is very discouraging and should the winter be severe there will probably be another reduction in acreage by plowing up in the spring.

France had about 15,500,000 acres planted to wheat this year, a decrease of about 500,000 over last year, but the yield is in excess of 1910, when there was a harvest of 257,670,000 bushels, averaging 16 bushels to the acre. The harvest this year amounted to 314,119,000 bushels, or 20 bushels to the acre. The supply will be equal to all the normal demands.

T. R. Douglass, assistant agronomist at the College of Agriculture of Missouri, states that the corn crop of Missouri is the worst this year that it has been for a number of years, the crop showing a greater percentage of rotten grain than any crop on record. The best corn has come from the northwestern part of the state and the farmers will doubtless get all their seed from that quarter.

G. J. Gibbs, secretary of the Texas Grain Dealers' Association, in a recent report, says "I have not yet compiled a report on the Texas wheat acreage, but it is reported to be very dry in nearly all parts of the grain section of the state and I am of the opinion that we will have a very small wheat acreage. In some sections wheat is reported to be dying for want of moisture. I think a large acreage will be planted in oats, providing weather conditions are favorable in February. The farmers are all very sore over the low prices prevailing for cotton, and they will gladly plant oats on a liberal part of their lands."

In its preliminary estimate of the winter wheat acreage and condition December 1, the government report, given out December 7, revised its estimated acreage, basing it on the census returns of the acreage harvested in 1909. It also took into consideration the estimated acreage abandoned before harvest and estimated the acreage planted for the crop of 1912 at 32,213,000 acres, a loss of 435,000 acres, or 1.3 per cent from last year. This compared with 32,648,000 acres planted last year, 31,656,000 acres in 1910 and 29,301,000 in 1909. The indicated condition this year is 86.6, compared with 82.5 last year, 95.8 in 1910, while in 1909 it was 85.3, and a ten-year average for December of 89.9. The present acreage and condition suggest a crop of 528,000,000 bushels, figured on the revised method, compared with 512,000,000 bushels last year, and 455,000,000 harvested this year. The rye crop is estimated at 40,000,000 bushels, against 31,000,000 bushels harvested this year.

## FIELD SEEDS

The Ohio Corn Show will be held at Springfield in January.

Mitchell, S. D., is a large producer of millet seed, chiefly of the Kursk variety.

The South Atlantic Corn Show is now in progress at Columbia, S. C. (Dec. 11-15).

Carter County, Okla., is said to need 200 cars of seed corn to make a crop in 1912.

The Iowa Corn Show will not be held at Davenport, as anticipated a few weeks ago.

Ontario, Ore., has shipped over 250,000 lbs. of alfalfa seed this fall, most of it from irrigated land.

By a decree of September 2, 1911, corn imported to Argentine for use as seed is admitted free of duty.

The M. & St. L. R. R. is hauling seed wheat and flax free to South Dakota farmers who lost their crops this year.

The seed corn outlook is not particularly encouraging, the reported condition of supplies being anything but good.

Experiments in Oregon with milo maize have been most encouraging, and the crop is being exploited in preference to corn.

Wm. H. Dorin, Clover, Fairfax Co., Va., was the winner of the I. H. C. silver trophy for corn at the New York Land Show.

The Gunnison Valley Land Co., Gunnison, Utah, is installing an alfalfa seed cleaning plant with a capacity of 200 bags a day.

The Dakota Improved Seed Co., Mitchell, S. D., is building a new office 50x70 feet in size and in 1912 will erect a 3-story seed house for storage, etc. It will have 35,000 square feet of floor space.

Henry Nungesser announces withdrawal from the firm of Henry Nungesser & Co., seed merchants, 30 Church St., New York City, of which he was president. The business will be continued as usual.

Jacot & Mullen has been incorporated at Moorestown, N. J., to deal in seeds; capital, \$100,000; incorporators: William Jacot, Broadway and 70th St., New York City; Henry W. Doughton, Elizabeth A. Gill, Moorestown, N. J.

The Hall Seed Co. has been incorporated at Louisville, Ky., with \$50,000 capital stock by E. C. Foltz, W. P. Hall and W. P. Bunton. Edwin J. Holt, president and treasurer Southern Seed Co. of Louisville, with branches at Indianapolis, Ind., and St. Louis, Mo., says the Hall Seed Co. was incorporated to take over retail department at Louisville, of which W. P. Hall has been manager.

"Naughty, naughty are some foreign seed dealers. They try to deceive our innocent, unsophisticated dealers by talking very short crops abroad, famine prices and then offer to sell seed. Some sell gold and ship 'em brass, expecting a discount. Majority are fair, but the tricky ones frequently talk the loudest. London Corn Circular exposes them. It quotes what a Hamburg, Germany, seed dealer wrote us in August. It roasts him and then urges their home dealers to take advantages of the present prices, rather than wait for spring. It says English red crop is fine. Also that the European crop is better than many of the reports indicate. Italy, France and Austria have fair crops, so have Russia, Belgium and Holland. Germany is short. Chilian crop is mostly in the hands of the Americans."

### FLAXSEED DAMAGED.

Flaxseed going into Minneapolis and Duluth is so damaged that discounts of 15 to 25c. per bu. are common. In the country large amounts are still under snow or in the stack and will not be threshed for some time yet, owing to condition.

In Russia there was an increased production but the crop was gathered very slowly.

Owing to the peculiar conditions existing in the Northwest, Prof. Bolley of the North Dakota Agricultural College, will examine samples of seed farmers propose to use next spring, and will advise them as to the quality thereof.

### GRADING AND LABELING OF SEEDS.

During the last session of the Dominion Parliament important changes were made in the seed-control act respecting the sale of clover and timothy seed, which will be of particular interest to American importers.

Four grades are fixed by the act for red clover, alsike, alfalfa, and timothy seed, and all seed sold for seeding purposes by seedsmen must be plainly labeled with the grade. The sale of any seed not grading No. 3, which is a higher standard than the old prohibitive line of five noxious weed seeds per thousand of good seed, is prohibited. In addition to the standards for freedom from weed seeds, standards for purity in other respects and general appearance are fixed for extra No. 1, No. 1, and No. 2. Double the number of noxious weed seeds are

allowed in alsike, on account of the greater difficulty in cleaning this seed.

### SEED TESTING.

On November 1, 1911, Seeds Testing Laboratories were opened in co-operation with the Louisiana Agricultural Experiment Station, Baton Rouge, La., and the California Agricultural Experiment Station, Berkeley, Cal. Similar laboratories in co-operation with the Oregon Agricultural College, Corvallis, Oreg., the Missouri Agricultural Experiment Station, Columbia, Mo., and Purdue University, La Fayette, Ind., are in operation. These laboratories are established and maintained by the Agricultural Department for the purpose of furnishing information as to the quality of agricultural seeds.

Samples may be submitted also to the Seed Laboratory, Bureau of Plant Industry, U. S. Department of Agriculture, Washington, D. C., or to the nearest branch laboratory, where they will be identified, examined, or tested, according to the request accompanying them. As the tests require considerable time and can be made only by experts, the facilities of the Laboratory will permit not more than five such tests to be made for any one firm or individual in any one calendar month. These tests will be made and reports sent as promptly as possible and in the order in which the samples are received. The tests to determine the percentage of seed which will germinate under favorable conditions will be made in the order in which they are received, and not more than ten tests for germination will be made for any one firm or individual in any one calendar month.

### MAINE SEED IMPROVEMENT ASSOCIATION.

The Maine Improvement Association held a profitable meeting at Waterville late in November, the annual reports showing a year of active work in 1910-11. The Association is doing considerable breeding work, especially with corn, potatoes, small grain, etc.

The resolutions recommended that special work with beans and alfalfa be added to the plan with corn, potatoes, etc.; that a special study be made of acclimated seeds and products; that the number of separate agricultural exhibits be curtailed in favor of a few more comprehensive ones; and that the executive committee be empowered and instructed to plan, and as soon as possible to embark upon, an aggressive campaign to bring to the attention of the public the merit of the seed now grown and available for sale by members of the association.

The officers elected for the year are as follows: President, W. G. Hunton, Readfield (re-elected); vice-president, A. P. Howes, Palmyra; secretary, Leon S. Merrill, Orono (re-elected); treasurer, C. M. White, Bowdoinham; executive committee, Guy C. Porter of Houlton, Roland T. Pattern of Skowhegan, G. M. Twitchell of Auburn, Frank Lowell of Farmingdale, L. C. Holston of Westbrook. For the new office created, that of visiting member to the farms and experiment station, President W. G. Hunton was chosen. As delegates to the Federation of Agricultural Societies, President Hunton and Vice-President A. P. Howes were chosen.

### THE SWEET CLOVER.

Seedsmen have begun to advertise sweet clover seed for sale, and another "noxious weed" is coming into its own. It is, however, a little early to expect all farmers to accept kindly a plant for value, that they have all their lives estimated as a pest to be gotten rid of as thoroughly and as rapidly as possible. The Nebraska Farmer among others has been exploiting the plant in a tentative way for more than a year, but has not as yet entirely convinced all its readers that sweet clover is other than a pernicious weed. The difference of experience on so easily demonstrable a fact as the cow's attitude toward the plant is remarkable. One writer said: "I know to a certainty that stock do not eat it in the green state," while another declares that cows in a white clover pasture will "break down the fence to clip sweet clover on the roadside as clean as a lawn-mower" would. It is certainly an attractive bee pasture; and there is no question of its membership in the family of nitrogen-gathering legumes.

Frank G. Odell of Nebraska, sweet clover's champion in the West, declares it has a feeding value equivalent to alfalfa, and that it occupies a place among the highest as a soil-renovator. In an article published some months ago, he quoted Chas. E. Thorne of the Station at Wooster, O., who directed the circular writer of the Station to "cut out the statement that this Station has ever classed sweet clover as a noxious weed; I have never permitted it to be so classed while in control of this Station." Prof. Buffum of the Wyoming Station, says his "experience with white clover dates back some years," and in 1910 he planted twenty acres for breeding purposes and to improve the soil. After an experience on alkali land, where the salts had destroyed a stand of alfalfa, he found the first beneficial effect of the plant; for in two years it had

cured the land of wild fox tail, sometimes called "squirrel-tail grass," and had apparently done some good to the alkalinized ground as well. "As a weed-eradicator," he adds, "and as a nitrogen-gatherer it is worthy of wide and extended use."

### NEW ZEALAND A SEED BUYER.

Vice-Com.-Gen. Baker informs the Bureau of Manufactures that international seed business of New Zealand amounts to \$600,000 of exports and \$500,000 of imports. At the present time grass seeds are scarce in the Dominion and 40 per cent higher in price than a year ago, with the probability of large imports, especially from the United States. The principal countries that supplied grass and clover seed to New Zealand in 1910 in the order of their importance were the United Kingdom, from which 8,776 cwt. were imported; Germany, Canada, United States (2,325 cwt.), and New South Wales. The total imports in 1910 of grass and clover seeds amounted to 21,840 cwt., and the total value of all kinds of seeds imported was \$187,190.

New Zealand takes from the United States, in about the order named, cow grass and red clover, white clover, timothy, Kentucky blue grass, and alsike. Some alfalfa seed is imported from the United States and also from England and Australia. Its particular advantages are just beginning to be appreciated in New Zealand, and imports are likely to increase. Some of the prices quoted by Mr. Baker as then current were as follows, per cwt.: Blue grass, \$26.30; cow grass, \$18; red clover, \$34; white clover, \$22.80 to \$28.80; timothy, \$13.80; alsike, \$18; alfalfa, \$25.44. "In explanation of the high prices it might be mentioned that last season's drought prevented the saving of the customary amount of seeds and that the need of seeds has been increased by the killing of pastures by drought and by fires. Moreover, excellent prices for wool and dairy products have stimulated greatly the utilization of wild bush lands for sheep raising and dairying, and, of course, all such land after being cleared of its timber must be sown in grass or clover. In the North Island of New Zealand many thousands of acres are being opened up this year. It has also been demonstrated that worked-out kauri gum lands in the northern part of the North Island, which were formerly considered worthless once the gum had been taken out, can be profitably utilized by sowing various clovers and grasses. In the volcanic country in the central part of the North Island, where the pumice lands were formerly considered of little or no value, it is found that red clover tends to redeem the soil. For some time red clover failed to get a good start here, but success was finally secured through the introduction of bumblebees for fertilizing purposes."

In ordinary years New Zealand exports the grass seeds and clovers, chiefly to Great Britain and to Australia, with lesser quantities to east coast of U. S. and to Germany and Denmark.

The noxious weed act of New Zealand "imposes fines up to \$100 on any persons who knowingly sow, sell, or offer for sale any noxious seeds. All grass seeds are required, before sowing, to be thoroughly dressed by means of seed-cleaning machines or other sufficient processes for the purpose of removing all noxious seeds. All farmers are required under penalty of fines to clean thoroughly any thrashing machines, clover dressers, or chaff cutters immediately after being used. After these machines have been swept, the second-dressing riddles must be removed and cleaned, the screen opened, the slide below the grain elevator taken out, and all rubbish removed. The principal noxious weeds, all of which have been introduced through imports of useful seeds into which they have been mixed, are blackberry, Canadian or Californian thistle, sweetbriar, Bathurst burr, ragwort, and pennyroyal.

"The necessity for clean seeds ought to be appreciated by American dealers who may wish to export seeds to New Zealand," says Mr. Baker, "and who may at first be of the opinion that the demand as to freedom from weed seed is too exacting. It is usually customary when buying seeds from other countries to make extremely careful examinations and tests. The New Zealand Government is itself willing to test agricultural seeds both for germination and for purity, free of charge, for farmers and seed merchants. Last year over 400 samples were examined and reported upon. It is probable that in the near future there will be some further legislation in the direction of seed control." Under the circumstances there is always good demand in New Zealand for seed cleaning and dressing machines.

Under a new rule governing the loading of grain into foreign steamers at Boston, the full cereal consignment must be in the hold of the vessel within the time specified in the contract. This has had the effect of hastening the loading of vessels. Under the old arrangement if a vessel received only two bushels of her entire shipment before the expiration of the time limit, the contract requirements were considered fulfilled.

## HAY AND STRAW

Farmers in Oregon are holding their hay for a rise in prices.

The value of the Georgia hay crop this year is estimated at \$2,200,000.

Wild sweet clover is bringing \$2 a ton more than alfalfa at Garden City, Kan.

The alfalfa mill at Kerman, Cal., ground 5,000 tons of alfalfa meal this season.

Good roads condition in northern Minnesota have increased the hay receipts enormously.

The farm value of alfalfa, according to the Government statistics, is placed at \$150,000,000.

The Erie Railroad has placed an embargo on hay on all its New York lines, effective from December 1.

The W. W. Robinson Co., of Seattle, Wash., dealers in hay and grain, have increased their capital stock to \$500,000.

The hay crop of the Ohio valley was far less than half of normal, and consequently hay shipments out of Pittsburgh have become very large.

Harry E. Wills, manager of the Alfalfa Millers Construction Co., of San Francisco, Cal., has proposed to build an alfalfa mill at Princeton, Cal.

The alfalfa mill at Fort Calhoun, Neb., has so far ground over 1,000 tons of alfalfa this year and expects to grind about 3,000 tons more. The mill is operated by oil engines.

W. N. Hubbell & Son will erect a large hay storage at Union City, Pa., to occupy the site of the sheds of the Shreve Hays Works, which were destroyed by fire some time ago.

Dealers in San Francisco are fearing a hay shortage. They claim that there are only about 161,000 tons of hay available this year, a shortage of over 118,000 tons over what was available at the same time last year.

The Nebraska Farmer is recommending sorghum hay, with reservations, for cows. It is rich in the carbohydrates but poor in protein and therefore hardly recommendable for calves, except in combination with alfalfa.

The M. C. Peters Mill Co., Omaha, Neb., has completed plans for the erection of an alfalfa mill at Arapahoe, Wyo. The company has leased 1,000 acres of land in the vicinity and seeded it to alfalfa to insure enough alfalfa to run the mill.

Stanley, Harlow & Hight Co. have filed articles of incorporation in Maine, with a capital stock of \$10,000. The company, organized by Clarence S. Harlow, Edward L. Hight and others, will engage in the wholesale hay business at Caribou, Me.

Hay balers are recommending the small round bale. It is 16 inches in diameter and three feet long, weighing about fifty pounds; and when the hay is fed it is usual to throw out the bales on clean ground and cut open, letting the stock feed from the hay in that condition.

The New York Wall Street Journal reports that this year's hay crop is only 47,000,000 tons, against 61,000,000 tons last year. Prices at the principle consuming markets range from \$15 to \$26 a ton. Little except prairie hay is to be had at the large markets under \$20. Stocks are low and arrivals quickly disposed of.

United States hay buyers are busy in Ontario buying hay and shipping to New York. They pay about \$13 to \$14 a ton and import it with a duty of \$3.65 a ton. Kingston, Ont., has averaged about 40 tons daily to the United States, and the U. S. consul figures that the hay exported from Kingston will amount to about \$30,000 for the month of November.

The alfalfa drying machine invented by Judge Rightmire of Cottonwood Falls, Kan., was tested recently and found to be a success. Minor difficulties were encountered but only such as may be easily overcome. The machine carries the green alfalfa over a succession of oil-heated trays, 100 feet long, and after the alfalfa has gone through the machine it may be stacked, haled or cut into meal.

The Bank Line steamer Kumeric, which sailed from Portland, Ore., the first of the month for Hongkong and the Philippines, had on board 600 tons of hay for the United States Army in the Philippines. The bales are smaller than usual, as they have been compressed into less space for easier shipment. The bales are about one-fourth smaller than regular bales yet weigh from 250 to 300 pounds.

The market is quiet but firm, and as a dealer remarked, "it cannot be called active because there are not sufficient stocks to create any activity," as he never saw such scarcity at this season of the year before. Good to choice No. 2 hay has sold in this city at \$15 to \$16 and No. 1 is so scarce that holders can about name their own terms. A car of choice timothy was sold to a private firm at \$17, and two cars of good clover mixed brought \$11.50. Other grades sold at \$10.50 to \$11. English markets are

quiet at the late decline in prices.—Montreal Trade Bulletin.

An informed Montreal hay dealer, as early as November 24, expressed the opinion that there then was very little hay left in that country, owing to the liberal exports to Great Britain and the United States. Another authority, on the other hand, said to the Trade Bulletin that "there is plenty of hay in first hands, but owing to shortage of cars, and the belief in higher prices later on, farmers are not bringing it out. There is no doubt that many farmers are holding for better prices, notwithstanding present returns would give them splendid profits. When they can get \$16 for No. 1, \$13.50 to \$15 for No. 2, \$11 for No. 3, and \$10 to \$10.50 for clover mixed, dealers think they should be satisfied, and not keep the local market as bare of the better grades as it is today."

### CANADIAN HAY CROP.

Sec'y J. Vining Taylor makes the following report to members of the National Hay Association of the hay and clover crop of Canada of 1911:

Province.	in tons.	ard condition.
Prince Edward Island	254,000	82.28
Nova Scotia	941,000	86.45
New Brunswick	885,000	86.66
Quebec	5,028,000	95.42
Ontario	4,735,000	87.92
Manitoba	203,000	98.20
Saskatchewan	33,000	98.03
Alberta	109,000	90.95
Total	12,189,000	

### NATIONAL HAY CONVENTION.

It has been found necessary, owing to previous contract held by the hotel company, to change the date of the nineteenth annual convention of the National Hay Association from Aug. 6, 7 and 8 to July 16, 17 and 18, 1912, the Board of Directors having unanimously selected this latter date. The Kansas City Entertainment Committee has decided on the Coates House as the convention hotel and headquarters. This hotel is well equipped for handling meetings of this kind, having a commodious lobby, ample committee rooms and rates that are reasonable. The Kansas City hay men are well organized and are planning to give the visiting delegates and their wives every attention while in their splendid city.

### A NEW SORGHUM.

Marie Woodson, superintendent of the demonstration farms in Oklahoma, reports that two years' experience with "Foetoria," a new sorghum from India, suggests the belief that it will become popular when further introduced. Supt. Woodson says of the new crop:

"Foetoria is a non-saccharine grain sorghum. It is closely connected in general characteristics with both milo and kafir, but has advantages over either so far as present experience can determine. In appearance the plant closely resembles milo maize, with the exception that the head stands upright.

"The grain is larger than that of either milo or kafir, is not nearly so hard, and contains a larger part of gluten. It has advantages over milo and kafir as follows: It stands upright so that it can be harvested with a header, etc., as does kafir, but is much earlier and can mature in shorter seasons. The grain is more digestible than either milo or kafir, and since it is soft very little of it is lost in feeding.

"The heads of Foetoria closely resemble that of milo in shape and size, except that the grain is pure white, and kernels are much larger than those of milo. In the two-year test in the demonstration farms this grain has produced 20 per cent more than either kafir or milo grown under similar conditions and side by side.

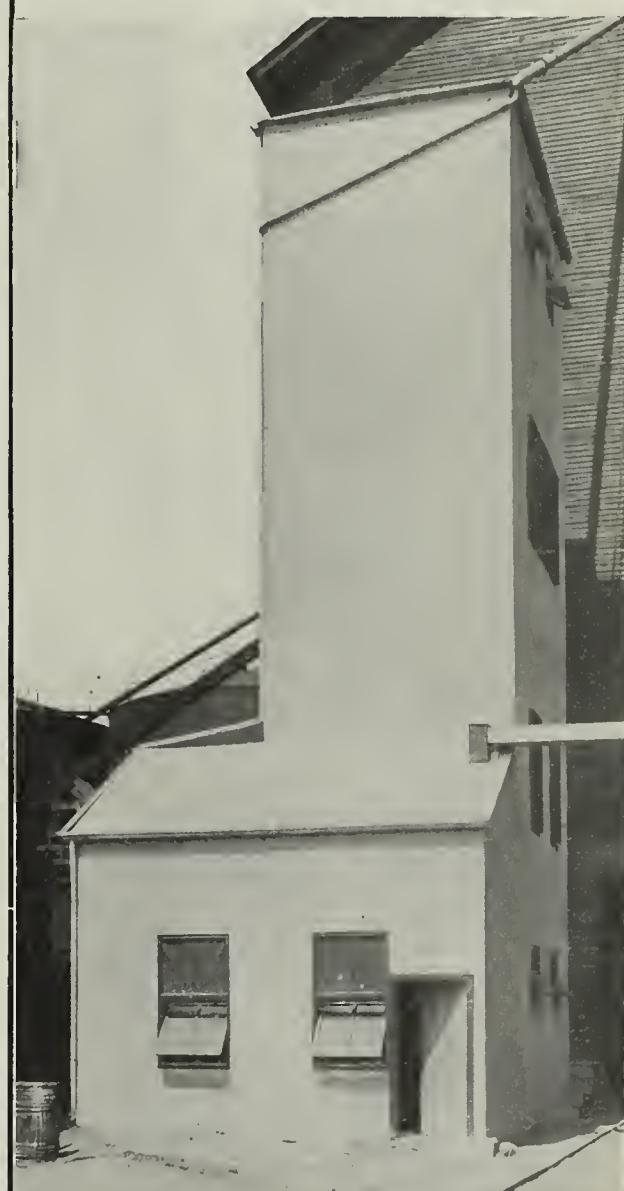
"It has heretofore been tried only on the western portion of Oklahoma. The fodder of this crop is equal to that of kafir, and superior to milo.

"For feed purposes Foetoria is evidently superior to either milo or kafir, and no doubt will supplant these grains in the making of cereals. Preliminary tests show that the grain makes a very palatable pancake flour. It is thought that the seed was originally introduced into this country from India. However, it has been developed to its present state by careful breeding work."

Last year's wheat imports by the United Kingdom show a considerable falling off in the supply from the United States as compared with ten years ago, an increase from Canada and large increases from Russia and India. The principal sources in the two periods (in bushels) were as follows:

	1910-11.	1901-02.
Russia	48,026,000	25,611,000
India	40,059,000	22,228,000
Canada	33,729,000	26,425,000
Argentina	32,095,000	32,408,000
United States	31,942,000	72,400,000
All countries	214,981,000	190,418,000

## The Ellis Drier Co.



BUILDING AFTER COMPLETION

Completed grain drying plant erected for Indianapolis Elevator Co., Indianapolis, Ind. Capacity 850 to 1000 bushels per hour. This building is a steel frame structure covered with Ferrilithic steel plate and plastered both inside and out.

## IT'S NATURE'S NEAREST WAY

Postal Teleg. Bldg.

Chicago

U.S.A.

## OBITUARY

J. C. Kasper, for many years manager of the elevator at Clay Center, Neb., died recently.

David Lucas, father of J. E. Lucas, of the Lucas Feed and Grain Co., died at the home of his son in Oklahoma City, Okla., November 19.

B. F. Tyler, of the Tyler Feed Co., Oil City, Pa., died recently, aged 53 years. The business has been bought by the Archer Feed Co. from the Tyler estate.

Frederick A. Lennon, a well-known member of the Chicago Board of Trade, died at his home suddenly, November 30. For many years he was connected with Armour & Co.

Alva Siefert, aged 22, son of George Siefert, proprietor of a flour mill and grain elevator at New Washington, Ohio, was killed in the cogs of a corn sheller at his father's mill December 2.

John Wasson, a resident of Illinois since 1858, died at his home near Douglas, Ill., recently, at the age of 78. He was the owner of a grain elevator at Douglas, and was interested in the grain business.

Thomas Walters, a member of the grain firm of Lipsey & Co., of Chicago, and for thirty years a resident of Chicago, died November 27, after a short illness. He had been connected with the grain commission business here for over 25 years.

L. W. Frost, of Barker, Frost & Chapman, insurance agents at Toledo, Ohio, died at his home in Toledo recently, aged 67. Mr. Frost was in the grain business for a short time several years ago, but for many years had been handling nearly all of the insurance of the grain men of Toledo.

Thomas A. Herron, for many years the president of the Blooming Prairie Farmers' Elevator Co., of

of H. S. King. He leaves a wife, one son and a daughter.

H. S. Higgins, who for many years managed elevators at different points in the Dakotas and Minnesota, died at his father's home in Ohio, recently. For many years he was in charge of the Rothsay Elevator at Fergus Falls, Minn., and other elevators of the Rothsay Company at nearby towns. At different times he had charge of elevators at Bowbells, N. D., and other houses in North Dakota.

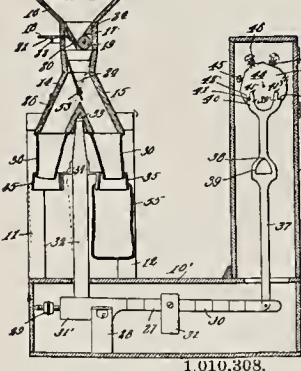
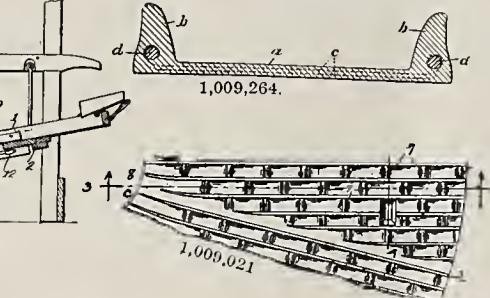
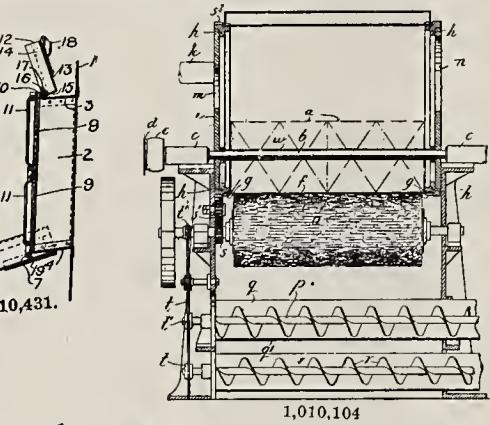
Francis J. Kennett, formerly in the grain brokerage business in Chicago with John F. Harris and Samuel Scotten, died at San Diego, Cal., December 1. He was formerly allied with the old firm of Jones, Kennett & Hopkins, which was succeeded in turn by Kennett & Hopkins, J. F. Harris & Co., and Harris, Gates & Co. Mr. Kennett retired from business about ten years ago and had made his home in California for the past few years.

John L. Rodgers, vice-president of the Sherry-Bacon Grain Company, of St. Louis, Mo., died at his home in St. Louis November 11, from a stroke of apoplexy. Mr. Rodgers came west from Baltimore, Md., and was the St. Louis representative of the Armour Grain Co. in 1905. He was connected with the Sherry-Bacon Co. for the last two years. He was about 60 years of age and is survived by a wife and family of grown sons and daughters.

## LATE PATENTS

Issued on November 14, 1911.

Grain Car Door.—John C. Dopie, Onawa, Iowa, and James L. Robb, Armisted, N. Mex., assignors of one-tenth to M. Eugene Hoover, Carroll, Iowa. Filed October 5, 1910. No. 1,008,796. See cut.



Blooming Prairie, Minn., died recently at his home at Newry, Minn., aged 70 years. Two years ago he was seriously injured in a runaway, and had never fully recovered.

Byrd Douglass, president of the Nashville Grain Exchange since its foundation, seven years ago, died at his home in Nashville, Tenn., December 3. His loss will be keenly felt by the trade, as his untiring efforts in building up the grain business of the city have earned him the respect of all who have become associated with him.

W. A. Nutt, a grain dealer of Urbana, Ohio, died at his home in Urbana, November 30, aged 68. Mr. Nutt was a veteran of the Civil War, and after the war engaged in the grain business in Quincy, Ohio, with his brothers, and later bought an elevator at Urbana, which he managed until very recently. Mr. Nutt suffered the loss of his brother, E. E. Nutt, who was associated with him in business for a long time, on September 16.

Daniel J. Hancock, once president of the Illinois River Packet Co., now out of existence, died at the home of his daughter in St. Louis, Mo., November 29. He was the oldest surviving member of the Merchants' Exchange, which he helped to organize. Mr. Hancock was born in Virginia in 1817 and went to St. Louis in 1846, and for twenty years was in the grain and commission business. Fifteen years ago, at the age of 81 he retired from active business.

Harry S. King, of Wabash, Ind., owner of the firm of King & Son, grain dealers, with an elevator at Urbana, Ind., died at his home in Wabash, November 19. At an early age he entered the grain business, in which his father was interested, and in a few years became the junior partner in the firm, known as King & Son. In 1890 I. W. King retired and the business has since then been in the hands

Bag Holder.—Charles McCormick, St. Louis, Mo. Filed February 23, 1911. No. 1,008,657.

Grinding Disk.—James G. Bryant, Port Huron, Mich., assignor to American Machinery Company, Port Huron, Mich. Filed December 5, 1910. No. 1,009,021. See cut.

Issued on November 21, 1911.

Conveyor Belt.—Walter W. Spadone, New York, N. Y., assignor to Gutta Percha & Rubber Manufacturing Company, New York, N. Y. Filed May 10, 1911. No. 1,009,264. See cut.

Machine for Shelling Corn.—John F. Ernst, St. Johns, Mich. Filed March 4, 1911. No. 1,009,394.

Sieve Cleaner.—James A. Smillie, Hamilton, N. D. Filed May 27, 1911. No. 1,009,348. See cut.

Grain Door for Cars.—Paul F. Busch, Cleveland, Ohio. Filed May 1, 1911. No. 1,009,046.

Grain Door.—Charles A. Bell, Dickey, N. D. Filed May 4, 1911. No. 1,009,128.

Seed Corn Grader.—Charles Hunnicut, Wilmington, Ohio. Filed April 26, 1911. No. 1,009,069. See cut.

Issued on November 28, 1911.

Grinding Mill.—Charles E. Bell, Hillsboro, Ohio, assignor to The C. S. Bell Co., Hillsboro, Ohio. Filed October 12, 1909. No. 1,009,887.

Automatic Sacking and Weighing Machine.—James F. Palmer, Claxton, Ga. Filed August 14, 1911. No. 1,010,308. See cut.

Sacking Device.—William Eichner, Walcott, Iowa. Filed November 11, 1909. No. 1,009,899.

Material Separating Machine.—William Youlten, Brighton, England. Filed December 27, 1910. No. 1,010,104. See cut.

Issued on December 5, 1911.

Grain Bin Door.—Victor W. Jansen, North Bend, Neb. Filed July 17, 1911. No. 1,010,431. See cut.

## A QUEER TASK.

Among many other wonders which the Peace River country is destined to produce in the wheat line, according to Bert Hendley, a homesteader, is a challenger for the peculiar championship claimed by Bauch Mordecai, son of Zeebi Hirsch Scheinemann of Jerusalem.

This would-be champion is Aaron Kirschleff, a Saskatchewan homesteader. He has selected a particularly large, perfect grain of wheat and is engaged during his spare winter evenings in inscribing on it, in letters so small that only a powerful microscope could make it readable, a prayer in 390 letters for the duke of Connaught. Kirschleff expects to complete his task this winter, and will then forward the odd little token of loyalty to the executive.

The only other known instance of such difficult and painstaking work is that of the champion prayer of 380 Hebrew letters inscribed on a grain of wheat for Sir Moses Montefiore. Sir Moses kept the prayer until the time of his death. It is now in the possession of one of his friends.

Sec'y H. C. Garvey of the Top Notch Club, which gives a diploma to every grower of grain of the state who is able to turn out fifty bushels of wheat and 100 bushels of corn to the acre, has issued a bulletin announcing the result of investigation for crop of 1911: J. A. Williams of Hinckley, De Kalb County, raised 117.35 bushels of corn to the acre; J. R. Steward of Kendall County raised 119.25. The champion of all champions, however, is John H. Power of Prophetsville, Whiteside County, with 220.54 bushels of corn to the acre. S. N. King of Bloomington, McLean County, leads the wheat growers with 61 bushels. Frank Miller of Ficklin, Douglas County, raised 104 bushels of oats, and Frank L. Mann of Iroquois County, seven tons of alfalfa hay to the acre, beating all competitors.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

## TWO ELEVATORS FOR SALE.

Two grain elevators for sale; include coal house, corn crib, office and residence. Price \$5,200. Address M. E. CARDWELL, Rockwell, Iowa.

## FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

## TERMINAL ELEVATOR FOR SALE.

Terminal Elevator at Minneapolis, Minn., for sale. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address MINNEAPOLIS, Box 10, care "American Elevator and Grain Trade." Chicago, Ill.

## ELEVATOR AND FEED MILL FOR SALE.

For sale—10,000-bushel frame elevator and feed mill, with corn cribs, hay sheds and warehouses, 20 H. P. gasoline engine. Big flour and feed business. Everything in best of order, running daily; three railroads. Price \$5,000, one-half cash, balance to suit purchaser. Address WISCONSIN, Box 11, care "American Elevator and Grain Trade," Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS  
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given Phone Orders in Futures  
Special Attention Harrison 7228 carefully executed

## ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

## NORTHWESTERN OHIO ELEVATOR FOR SALE.

Elevator in northwestern Ohio for sale. In small town, no competition, good farming country. Grain capacity of 30,000 bushels; large hay barn, coal sheds, and corn house. Address OHIO, BOX 12, care of American Elevator and Grain Trade, Chicago, Ill.

## FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

## MACHINERY

## TWO GASOLINE ENGINES FOR SALE.

Two gasoline engines in excellent condition for sale; 15 and 4 horsepower. Address W. C. TOLES CO., 4034 N. 42nd Court, Chicago, Ill.

## ENGINES FOR SALE.

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower. TEMPLE PUMP CO., 15th Place, Chicago, Ill.

## ENGINE AND BOILER FOR SALE CHEAP

A 12 H. P. Mogul Engine and a 15 H. P. boiler for sale cheap. Both in good condition. Address J. L. B. JOHNSON, Columbus, Ga.

## FEED MILL FOR SALE.

Bowsher Feed Mills for sale at cut prices. Brand new mills. One No. 10, \$99.50; one No. 7, \$44.50; several smaller sizes. Prices limited to present stock. Address HARRIS MACHINERY COMPANY, Minneapolis, Minn.

## ENGINES FOR SALE.

Buckeye, Bates Corliss, Bullock, Atlas, and New York Safety Engines for sale. Various sizes. Also two Ingersoll Air Compressors. Will sell at bar gain. OAKDALE IRON COMPANY, 1119 McCormick Bldg., Chicago.

## SECOND HAND GASOLINE ENGINES.

1 25 H. P. Fairbanks-Morse, 1 25 H. P. K. C. Lightning, 1 15 H. P. K. C. Lightning, 1 2 H. P. International, 1 8 H. P. Fairbanks-Morse, Marine, 1 12 H. P. Red Wing Marine. Guaranteed condition. Way low prices. Address HARRIS MACHINERY COMPANY, Minneapolis, Minn.

## ENGINES AND BURR MILL FOR SALE.

Have for sale the following: Second hand 15 horse power gasoline engine, nearly new and in good condition; Second hand vertical French burr mill; Second hand 2 horse power gasoline engine, used but little. For information inquire of S. B. MERRITT, Prattsburgh, N. Y.

99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter Wagner Crop Booklet, Hix Almanac—“Grain Investments” sent on request. Write to 99.

E. W. WAGNER &amp; CO., 99 Board of Trade, CHICAGO

## SCALES

## SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free. CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

## HOPPER SCALE FOR SALE.

A second hand Buffalo Standard 800-bushel Hopper Scale for sale. In first class condition, thoroughly guaranteed. Address BUFFALO SCALE COMPANY, 15 S. Clinton St., Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS BOUGHT AND SOLD.

I have elevators for sale in all the grain belts, also buyers for all kinds of plants. Write me. R. W. JETER, The Elevator Salesman, Ashton, Ill.

## MACHINERY WANTED

## GASOLINE ENGINE WANTED.

Wanted to buy: An 8 or 10 H. P. gasoline engine complete, in good shape. Must be cheap. Address J. L. B. JOHNSON, Columbus, Ga.

## OAT CLIPPER AND SEPARATOR WANTED.

Am in the market for a large oat clipper; also large oat and wheat separator, either new or rebuilt. Address W. H. McCORMICK, Billings, Mont.

## WANTED TO BUY.

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

## BELTING

## USERS OF BELTING READ THIS.

Ten thousand feet of new rubber belting for sale, 1 1/2 to 4 inches wide, 50 and 50 off list; 5 to 12 inches wide, 50 and 40 off list. Samples sent showing quality. Address J. F. RIPLEY, Joplin, Mo.

## Grain and Seeds

## QUOTE ME PRICES

On bran, shorts, mill feed, oats, chops, snipped and shelled corn; demand heavy. A. S. LEWIS, 412 Slaughter Bldg., Dallas, Texas.

## EAR CORN IN SHUCK WANTED.

Ear corn in shuck wanted. First class quality. Quote prices delivered Texas points. Address REINHARDT & COMPANY, Jacksonville, Texas.

## SEEDS FOR SALE.

Orchard Grass and Kentucky Blue Grass seed for sale. Ask for free booklet, samples and prices. Address LOUISVILLE SEED CO., Louisville, Ky.

## MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

## BALED HUSK WANTED.

Wanted: Baled husk, corn husk, hay and straw. Also yellow ear corn, shelled corn, oats and wheat in carload lots. Address C. T. HAMILTON, Newcastle, Pa.

## FLOUR AND MILL FEEDS.

Mixed ears of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## ALFALFA SEED FOR SALE.

Choice alfalfa seed for sale. Guaranteed free from weed seeds or dodder. U. S. Agriculture test 98.75% pure. In 5-bushel lots, \$11.00 per bushel; less than 5-bushel lots, \$11.50 per bushel. Address J. M. GATES, Fort Crook, Neb.

## KAFFIR CORN FOR SALE.

We are located in the center of the Kaffir corn fields of Butler County, Kan., and can make you prices and supply you direct from the growers to any point in the United States. Write us your wants. J. C. HAINES & CO., Augusta, Kan.

## POSITIONS WANTED

## POSITION AS ELEVATOR MANAGER WANTED.

Position as elevator manager wanted. Have had fifteen years' experience in milling and grain business; 38 years old, married, best of references, strictly temperate. Address ELEVATOR MANAGER, Box 12, care of American Elevator and Grain Trade, Chicago, Ill.

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO. OGDEN, UTAH

Est. 1887



Headquarters for  
WISCONSIN GROWN  
TIMOTHY and CLOVER  
Also  
DRY LAND MONTANA  
GROWN ALFALFA  
Rosenberg & Lieberman  
MILWAUKEE, WIS.  
Est. 1860

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

## 6000 HOGS

are eating damaged grain in our pens. We buy all kinds of damaged feed in car lots. Wire us about your troubles. Cholera immune weaned pigs, feeders and brood sows always for sale.

UTILIZATION CO., GRAND RAPIDS, MICH.

## GRAIN RECEIVERS

## PHILADELPHIA

## NEW YORK CITY

## PEORIA

**L. F. MILLER & SONS,**  
Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.  
REFERENCES: Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**L. A. MOREY CO.**  
**GRAIN**  
Brokerage and Commission  
C 1 Produce Exchange NEW YORK  
CONSIGNMENTS SOLICITED  
MEMBERS { New York Produce Exchange  
National Grain Dealers' Association

**P. B. & C. C. MILES**  
Established 1875 Incorporated 1910  
**PEORIA, ILL.**  
Handling Grain on Commission  
Our Specialty

**E. E. DELP GRAIN CO.**  
GRAIN AND FEEDS  
453 BOURSE PHILADELPHIA, PA  
ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

**L. W. FORBELL & CO.**  
Commission Merchants  
342 Produce Exchange NEW YORK  
Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**A. G. TYNG, Jr.** D. D. HALL  
**TYNG, HALL & CO.**  
Grain and Commission  
Merchants  
Rooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

## BOSTON

**SETH CATLIN, JR.**  
(MEMBER CHAMBER OF COMMERCE)  
**BROKER**  
**GRAIN and FEED**  
Chamber of Commerce, BOSTON, MASS.  
If interested in selling Grain or Feed throughout New England, correspondence solicited.

**BROOKLYN HAY & GRAIN CO.**  
HAY, STRAW AND GRAIN  
COMMISSION MERCHANTS  
ON ALL MARKETS IN NEW YORK HARBOR  
Office: Borough of Brooklyn, New York

C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
COMMISSION MERCHANTS  
GRAIN, HAY AND SEEDS  
PEORIA, ILL.  
References: First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

## LANCASTER

**DO YOU REALIZE**  
That country trade always pays you  
best in every way?  
We work a large country business.  
See the point?  
JONAS F. EBY & SON, LANCASTER, PA.

## ST. LOUIS

H. C. SCHULTZ. H. H. BECKMAN. C. L. NIEMEIER.  
Prest. Vice Prest. Sec. & Treas.  
SHIP YOUR GRAIN AND SEED TO  
**SCHULTZ & NIEMEIER COMMISSION CO.**  
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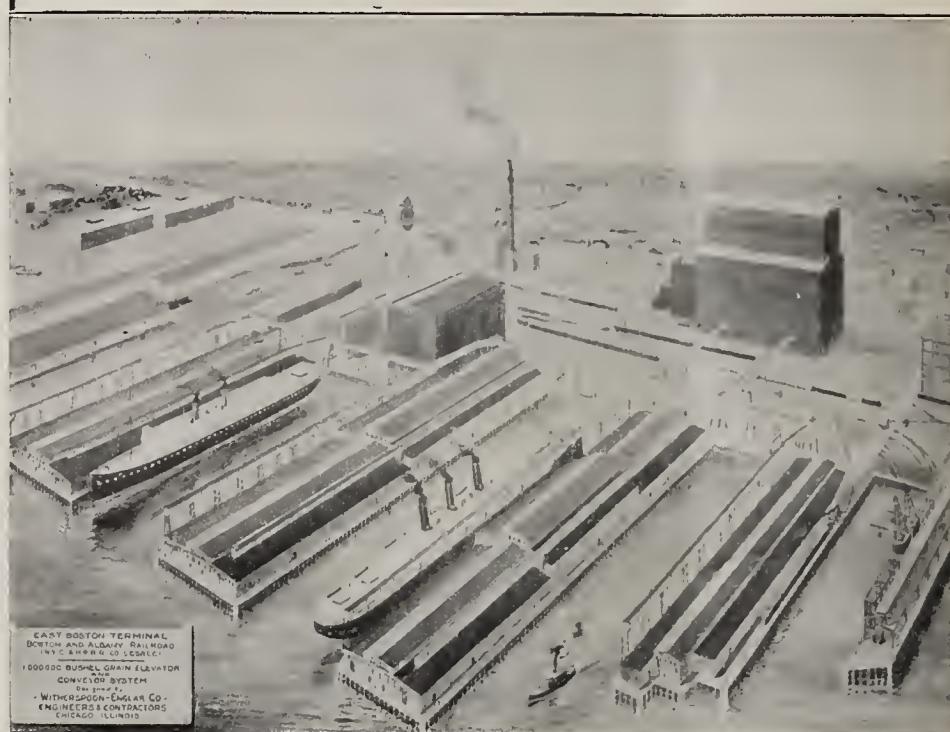
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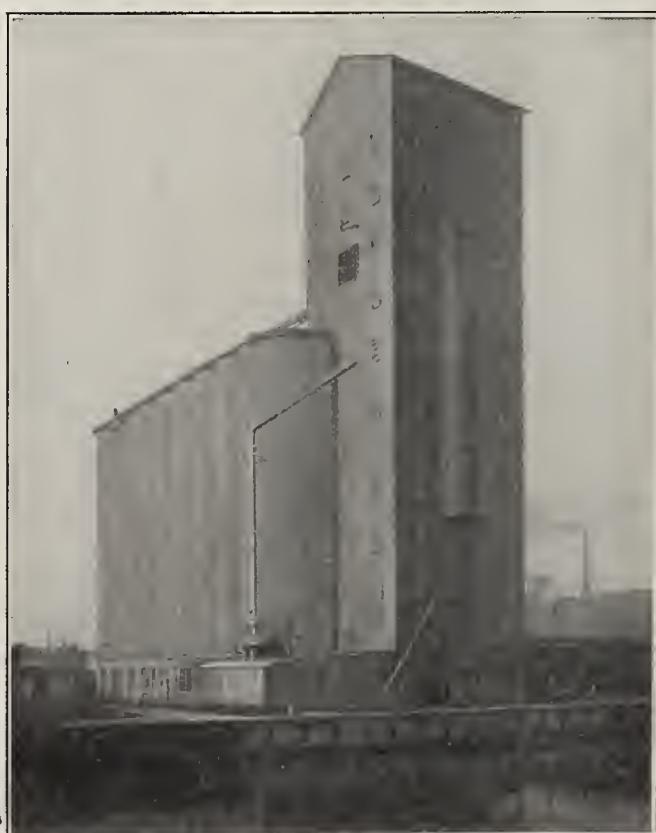
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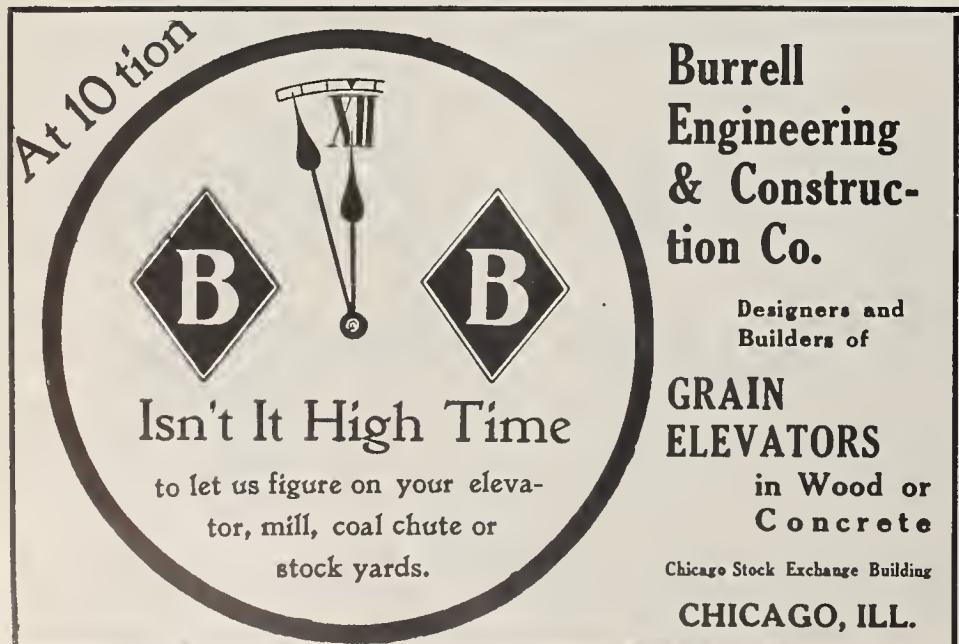
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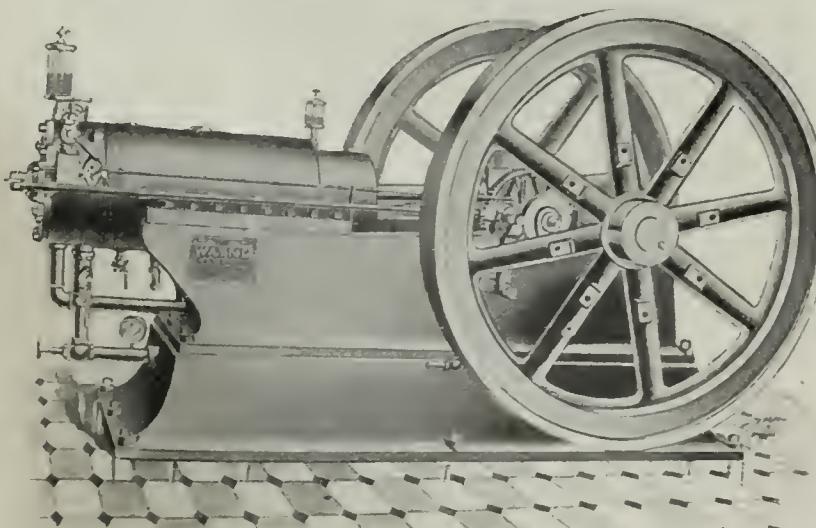
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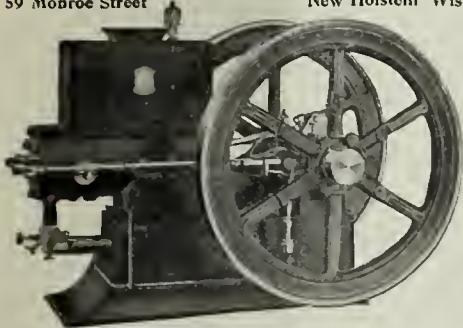
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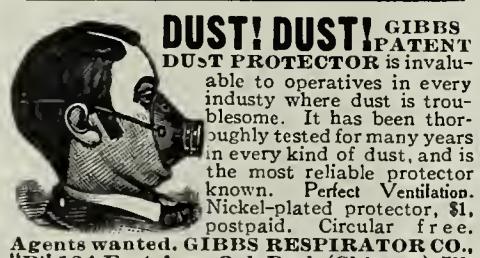
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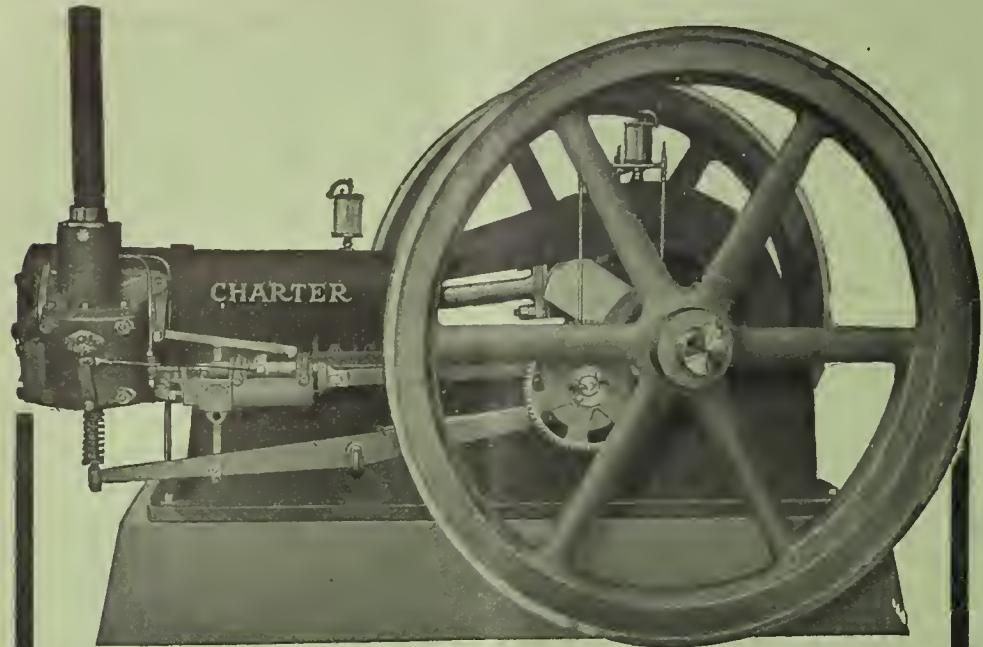
Capital	- - - - -	\$3,000,000.00
Surplus	- - - - -	4,000,000.00
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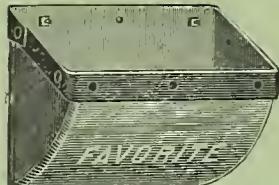
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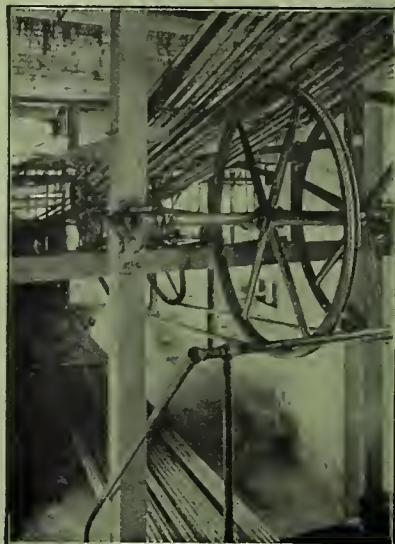
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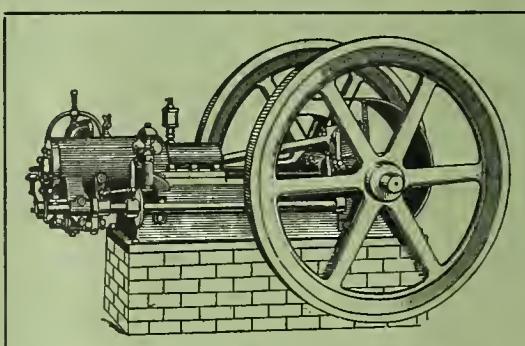
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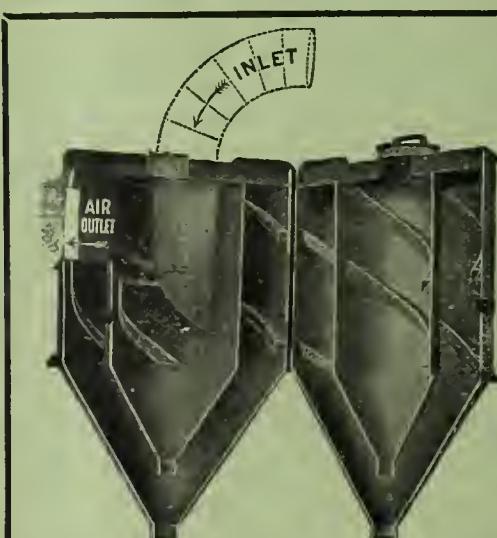
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